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Distribution Study of Grocery Store Sales

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INTRODUCTION

The aim of (the) SN Distribution Study of Grocery Store Sales (1989) book is to collect information regarding food stores for the 330+ Metropolitan Statistical Areas and Primary Metropolitan Statistical Areas throughout the United States, as well as certain major metropolitan areas in Canada. For 1989, figures are based on 1988 sales, unless otherwise indicated.

The information includes Number of Stores, Percent of Market Share (where available) and Principal Supplier for the various chains, voluntary/coop, independent and convenience stores within these market areas.

For the top 50 market areas (as based on area total supermarket sales volume-Section I), a deeper look has been taken and an "in-depth analysis" is provided. The "analysis" which includes total retail sales, total food store sales, total supermarket sales, demographics on population and households comes from information kindly provided by The Survey of Buying Power, Data Service 1988 (Sales & Marketing Management Magazine, New York, New York, Publisher) FURTHER REPRODUCTION IS FORBIDDEN.

In an effort to render the book a more useful research tool, some changes have been made in the format. Therefore, please note the following:

1. Market areas for which a source has been given, has been provided by that source.

2. Market areas which have no source name and do not contain the following footnote: "These figures are "in-house" estimates", were provided by a source who wishes to remain anonymous. For figures provided by an outside source, data may not be comparable from year to year due to differences in market area definitions or methods of compilation. These figures are estimated by the reporting source(s). In some instances, as will be indicated, percentages are not true market share(s) but are reflections of "place of most frequent purchases," as reported by consumers. FAIRCHILD BOOK DIVISION ASSUMES NO RESPONSIBILITY FOR THE ACCURACY OF THOSE FIGURES WHICH HAVE BEEN SUPPLIED BY OUTSIDE SOURCES.

3. Market areas which contain the following footnote: "These figures are "in-house" estimates" means that we have attempted to provide the # of stores, market share (where available) and principal suppliers through the use of past information and current trends in the market.

4. The market areas covered (except for Canada) are based on the 1986 MSA List which is prepared by the Office of Management and Budget, as advised by the Federal Committee on MSA's.

5. Stores are listed based on their percent of market share, running highest to lowest. If market share is unobtainable, stores are listed in alphabetical order (Alphabetical order does in no way reflect store standing in the market place.)

6. Please make note of the following term definitions:

Supermarket: A supermarket is any full-line, self-service grocery store with sales volume of $2 million or more annually.

Chain: A company which operates eleven or more stores in total. A chain store unit is a store operated by such a company.

Independent: A firm which operates from one to ten stores.

Cooperative: Independent grocers who jointly own and operate their own wholesale organization.

Voluntary: A group of independent grocery stores jointly sponsored by an independent wholesaler.

Convenience Store: A small store handling a limited variety of items in general use in most households and patronized for fill-in home requirements.

Metropolitan Statistical Area: Metropolitan Statistical Areas are defined according to a set of detailed standards prepared by the Federal Committee on MSA's. (The Federal Committee advises the OMB (Office of Management and Budget) on MSA matters.) Under these standards (as revised in 1980), an area qualified for recognition as an MSA in one or two ways: if there is a city of at least 50,000 population, or an urbanized area of at least 50,000 with a total metropolitan population of at least 100,000. MSAs are defined in terms of entire counties, except in the six New England States where they are defined in terms of cities and towns, and New Orleans, Louisiana where they are defined as parishes. In addition to the county containing the main city, an MSA also includes additional counties having strong economic and social ties to the central county. If an area has more than 1 million in population and meets certain other specified requirements, it is called a "Consolidated Metropolitan Statistical Area" (CMSA); if it consists of major components it is recognized as a "Primary Metropolitan Statistical Area (PMSA).

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SECTION 1

THE TOP 50
MARKET AREAS
(MSAS, PMSAS, CMSAS)
RANKED ON THE BASIS OF
SUPERMARKET SALES VOLUME
1987

1. LOS ANGELES-LONG BEACH, CALIFORNIA (PMSA)

	No. of Stores*	% of Market Share*		Principal Supplier
LEADING CHAINS:		62.0%		
Vons**	74	13.0	22.0	Own, El Monte, CA
Safeway	57	9.0		Vons, El Monte, CA
Lucky	82	14.0		Own, Buena Park, CA
Alpha Beta	83	12.0		Own, LaHabra, CA
Ralphs	43	7.0		Own, Compton, CA
Albertson's	30	6.0		Cert. Grocers of California, L.A., CA
Military	1	1.0		Buy Direct
OTHER GROCERY STORES	na	38.0%		
TOTAL	370+	100.0%		

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na not available

* These figures are "in-house" estimates.

**Due to the fact that Vons bought out Safeway last year, Safeway's percent of Market Share belongs to Vons. This brings Von's % of Market Share to 22.0%, and earns it first place in the ratings.

Market Area Covered:
Los Angeles County

Rank in U.S. based on supermarket sales 1987: 1

	U.S.	PMSA Total	Central City Los Angeles
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 56,747	$ 21,718
Food Store Sales (mil.)	$ 321,934	$ 10,819	$ 4,269
% of total retail sales	20.8%	19.1%	19.7%
Supermarket Sales (mil.)	$ 302,727	$ 10,010	$ —
% of Food Store Sales	94.0%	92.5%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,171.58	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	8,544.0	3,364.2
Total # of Hslds. (thous.)	90,849.0	3,097.1	1,275.0
Population by Age of Hsld. Head			
Under 25 Years	6.5%	6.5%	— %
25 - 34 Years	22.8%	24.6%	— %
35 - 44 Years	20.7%	23.0%	— %
45 - 54 Years	14.8%	15.3%	— %
55 - 64 Years	14.6%	14.3%	— %
65 & Over	20.5%	17.3%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	26.8%	— %
Two	31.7%	30.9%	— %
Three	18.1%	16.8%	— %
Four	15.1%	13.8%	— %
Five	7.0%	6.8%	— %
Six & Over	3.8%	5.0%	— %
Average Household Size	2.70	2.76	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 130,016	$ 51,057
Per Capita EBI	$ 13,040	$ 15,217	$ 15,177
Median Household EBI	$ 25,888	$ 30,059	$ 26,293
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	14.9%	— %
$10,000-$24,999	30.8%	27.6%	— %
$25,000 & Over	51.6%	57.5%	— %
Projected EBI % change 1987/92	+49.9%	+49.1%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+38.2%	— %

2. NEW YORK, NEW YORK (PMSA)

	No. of Stores*	% of Market Share*		Principal Supplier
LEADING CHAINS:		68.0%		
A&P:	70	10.0	29.0**	Own, Montvale, NJ
Waldbaum's	57	15.0		Own, Central Islip, NY
Food Emporium	20	4.0		Daitch Shopwell, Bronx, NY
Pathmark	24	11.0		Supermarkets General Corp. Huntington Station, NJ
Red Apple:	25	2.0	6.0***	White Rose, New York, NY
Gristede	34	4.0		White Rose, Garden City, NY
D'Agostino's	22	3.0		Twin County Grocers, New Rochelle, NY
Grand Union	30	3.0		Own, Wayne, NJ
Key Food	20	3.0		Own, Bronx, NY
Shop Rite	8	3.0		Wakefern, Florida, NY
Sloan's	36	3.0		Krasdale, New York, NY
C-Town	26	2.0		Krasdale, Brooklyn, NY
Dan's	17	2.0		White Rose, Hempstead, NY
King Kullen	9	2.0		Own, Westbury, NY
Scaturro	9	1.0		Own, White Rose, Floral Park, NY
OTHER GROCERY STORES	na	32.0%		
TOTAL	407+	100.0%		

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na not available

* These figures are "in-house" estimates.

** Waldbaum's and Food Emporium are owned by A&P. Their combined market share (along with that of A&P stores) places A&P in first place with a market share of 29.0%.

***Gristede's is owned by Red Apple. The combined market share of Gristede's and Red Apple places Red Apple in third place with a market share of 6.0%.

Market Area Covered:
Bronx, Kings, New York, Putnam, Queens, Richmond, Rockland and Westchester Counties

Rank in U.S. based on supermarket sales 1987: 2

	U.S.	PMSA Total	Central City New York City
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 47,732	$ 38,349
Food Store Sales (mil.)	$ 321,934	$ 9,940	$ 7,791
% of total retail sales	20.8%	20.8%	20.3%
Supermarket Sales (mil.)	$ 302,727	$ 8,311	$ 6,342
% of Food Store Sales	94.0%	83.4%	81.4%
Supermarket Sales per capita	$ 1,232.49	$ 974.53	$ 868.25
POPULATION 1987 TOTAL (thous.)	245,622.7	8,528.2	7,304.3
Total # of Hslds. (thous.)	90,849.0	3,414.9	2,979.2
Population by Age of Hsld. Head			
Under 25 Years	6.5%	4.4%	4.6%
25 - 34 Years	22.8%	21.7%	22.1%
35 - 44 Years	20.7%	21.2%	20.8%
45 - 54 Years	14.8%	15.4%	14.9%
55 - 64 Years	14.6%	15.1%	15.0%
65 & Over	20.5%	22.3%	22.6%
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	31.6%	33.0%
Two	31.7%	29.3%	29.2%
Three	18.1%	16.5%	16.2%
Four	15.1%	12.7%	12.0%
Five	7.0%	6.2%	5.9%
Six & Over	3.8%	3.7%	3.7%
Average Household Size	2.70	2.50	2.54
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 130,686	$ 105,934
Per Capita EBI	$ 13,040	$ 15,324	$ 14,502
Median Household EBI	$ 25,888	$ 25,283	$ 23,526
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	20.4%	22.0%
$10,000-$24,999	30.8%	29.1%	30.5%
$25,000 & Over	51.6%	50.5%	47.3%
Projected EBI % change 1987/92	+49.9%	+42.0%	41.8%
Projected average hsld. EBI % change 1987/92	+40.9%	+36.2%	35.5%

3. CHICAGO, ILLINOIS (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		92.0%	
Jewel	144	44.0	Own, Melrose Park, IL
Dominick's	82	22.0	Own, Northlake, IL
Certified Grocers Midwest (C)	133	14.0	Own, Chicago, IL
Central Grocers (C)	55	6.0	Own, Franklin Park, IL
Cub	4	3.0	J.M. Jones Company, Champaign, IL
Eagle	16	3.0	Lucky, Milan, IL
OTHER GROCERY STORES	na	8.0%	
TOTAL	434+	100.0%	

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na not available
* These figures are "in-house" estimates.
(C) Cooperative Group

Market Area Covered:
Cook, DuPage and McHenry Counties

Rank in U.S. based on supermarket sales 1987: 3

	U.S.	PMSA Total	Central City Chicago
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 40,744	$ 14,760
Food Store Sales (mil.)	$ 321,934	$ 7,121	$ 2,892
% of total retail sales	20.8%	17.5%	
Supermarket Sales (mil.)	$ 302,727	$ 6,567	$ —
% of Food Store Sales	94.0%	92.2%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,063.08	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	6,177.3	3,021.7
Total # of Hslds. (thous.)	90,849.0	2,273.0	1,136.0
Population by Age of Hsld. Head			
Under 25 Years	6.5%	5.4%	— %
25 - 34 Years	22.8%	23.3%	— %
35 - 44 Years	20.7%	21.6%	— %
45 - 54 Years	14.8%	15.8%	— %
55 - 64 Years	14.6%	15.4%	— %
65 & Over	20.5%	18.5%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	25.7%	— %
Two	31.7%	29.7%	— %
Three	18.1%	17.5%	— %
Four	15.1%	14.5%	— %
Five	7.0%	7.5%	— %
Six & Over	3.8%	5.1%	— %
Average Household Size	2.70	2.72	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 93,727	$ 37,916
Per Capita EBI	$ 13,040	$ 15,173	$ 12,548
Median Household EBI	$ 25,888	$ 31,491	$ 23,622
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	15.4%	— %
$10,000-$24,999	30.8%	24.7%	— %
$25,000 & Over	51.6%	59.9%	— %
Projected EBI % change 1987/92	+49.9%	+48.1%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+44.0%	— %

4. PHILADELPHIA, PENNSYLVANIA-NEW JERSEY (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		55.0%	
Acme	112	30.0	American Stores Co., Whippany, NJ; Forty Fort and Philadelphia, PA
Pathmark	22	11.0	Supermarkets General Corp., Delran, NJ
Super Fresh	40	10.0	A&P, Florence, NJ
Shop Rite (V)	8	3.0	Wakefern Foods, Elizabeth, NJ
Military	1	1.0	Buy Direct
OTHER GROCERY STORES	na	45.0%	
TOTAL	183+	100.0%	

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na not available

* These figures are "in-house" estimates.

(V) Voluntary

Market Area Covered:
Bucks, Chester, Delaware, Montgomery and Philadelphia Counties - PA
Burlington, Camden and Glouchester Counties - NJ

Rank in U.S. based on supermarket sales 1987: 4

	U.S.	PMSA Total	Central City Philadelphia
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 32,944	$ 8,874
Food Store Sales (mil.)	$ 321,934	$ 6,781	$ 2,024
% of total retail sales	20.8%	20.5%	22.8%
Supermarket Sales (mil.)	$ 302,727	$ 6,106	$ 1,783
% of Food Store Sales	94.0%	90.0%	88.1%
Supermarket Sales per capita	$ 1,232.49	$ 1,257.67	$1,087.85
POPULATION 1987 TOTAL (thous.)	245,622.7	4,855.0	1,639.0
Total # of Hslds. (thous.)	90,849.0	1,790.9	635.8
Population by Age of Hsld. Head			
Under 25 Years	6.5%	4.6%	5.0%
25 - 34 Years	22.8%	21.1%	19.9%
35 - 44 Years	20.7%	20.5%	18.0%
45 - 54 Years	14.8%	16.3%	15.0%
55 - 64 Years	14.6%	16.7%	17.0%
65 & Over	20.5%	20.8%	25.4%
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	24.9%	30.1%
Two	31.7%	29.6%	29.0%
Three	18.1%	18.3%	17.0%
Four	15.1%	15.2%	12.6%
Five	7.0%	7.7%	6.7%
Six & Over	3.8%	4.3%	4.7%
Average Household Size	2.70	2.71	2.58
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 70,939	$ 20,291
Per Capita EBI	$ 13,040	$ 14,612	$ 12,380
Median Household EBI	$ 25,888	$ 30,007	$ 22,704
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	15.1%	23.2%
$10,000-$24,999	30.8%	28.9%	31.0%
$25,000 & Over	51.6%	58.0%	45.8%
Projected EBI % change 1987/92	+49.9%	+48.3%	44.9%
Projected average hsld. EBI % change 1987/92	+40.9%	+42.7%	44.8%

5. WASHINGTON, DISTRICT OF COLUMBIA-MARYLAND-VIRGINIA (MSA)

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		93.2%	
Giant Food	101	47.0	Own, Jessus & Landover, MD
Safeway	108	31.1	Own, Landover, MD
Shoppers Food Warehouse	17	7.5	B. Green, Baltimore, MD
Food-A-Rama/Basics	12	4.0	Super Rite Foods, Harrisburg, PA
Super Fresh	19	3.6	Own, Richmond, VA
LEADING INDEPENDENTS:		6.8%	
Magruder's	15	3.8	Own, also from Wetterau and Richfood, Inc, Richmond, VA
Fresh Value	4	0.8	Richfood, Richmond, VA
Dayton/Mitchell Thriftways	3	0.5	Fleming, Oaks, PA
Verstandig's Thriftways	2	0.5	Fleming, Oaks, PA
Bonus/Bon Foods	2	0.4	Richfood, Inc., Richmond, VA
Lundeen's Thriftways	2	0.4	Fleming, Oaks, PA
Pershing Markets	3	0.4	Richfood, Inc., Richmond, VA
TOTAL	288	100.0%	

Market Area Covered:
District of Columbia
Charles, Montgomery and Prince George Counties, Maryland
Arlington, Fairfax, Loudoun, and Prince William Counties, Virginia
Independent cities of Alexandria, Fairfax, Falls Church, Manassas and Manassas Park Virginia

Rank in U.S. based on supermarket sales 1987: 5

	U.S.	MSA Total	Central City Washington, D.C.
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 29,194	$ 3,403
Food Store Sales (mil.)	$ 321,934	$ 5,370	$ 601
% of total retail sales	20.8%	18.4%	17.7%
Supermarket Sales (mil.)	$ 302,727	$ 5,006	$ 548
% of Food Store Sales	94.0%	93.2%	91.3%
Supermarket Sales per capita	$ 1,232.49	$ 1,381.08	$ 879.93
POPULATION 1987 TOTAL (thous.)	245,622.7	3,624.9	623.9
Total # of Hslds. (thous.)	90,849.0	1,356.1	254.5
Population by Age of Hsld. Head			
Under 25 Years	6.5%	5.3%	5.3%
25 - 34 Years	22.8%	26.7%	25.4%
35 - 44 Years	20.7%	26.2%	21.1%
45 - 54 Years	14.8%	16.0%	14.3%
55 - 64 Years	14.6%	13.1%	14.6%
65 & Over	20.5%	12.7%	17.3%
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	25.7%	38.8%
Two	31.7%	29.3%	27.2%
Three	18.1%	18.8%	14.4%
Four	15.1%	15.6%	9.8%
Five	7.0%	6.9%	5.0%
Six & Over	3.8%	3.7%	4.7%
Average Household Size	2.70	2.67	2.45
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 67,271	$ 10,539
Per Capita EBI	$ 13,040	$ 18,558	$ 16,908
Median Household EBI	$ 25,888	$ 39,355	$ 25,704
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	8.6%	18.6%
$10,000-$24,999	30.8%	20.9%	30.1%
$25,000 & Over	51.6%	70.5%	51.2%
Projected EBI % change 1987/92	+49.9%	+52.8%	40.6%
Projected average hsld. EBI % change 1987/92	+40.9%	+41.1%	41.1%

6. DETROIT, MICHIGAN (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		75.5%	
Farmer Jack	74	24.0	Bormans/Certified Wholesale, Detroit, MI
Spartan	73	13.0	Own, Plymouth, Grand Rapids, MI
Kroger	35	12.5	Foodland Dist., Southfield, MI
A&P	44	11.0	Own, Southfield, MI
Meijer	9	8.0	Own, Grand Rapids, MI
Great Scott/Scotty's Warehouse	20	6.0	Abner A. Wolf, Detroit, MI
Military	1	1.0	Buy Direct
OTHER GROCERY STORES	na	24.5%	
TOTAL	256+	100.0%	

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na not available

* These figures are "in-house" estimates.

Market Area Covered:
Lapeer, Livingston, Macomb, Monroe, Oakland, St. Clair and Wayne Counties

Rank in U.S. based on supermarket sales 1987: 6

	U.S.	PMSA Total	Central City Detroit
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 29,363	$ 4,132
Food Store Sales (mil.)	$ 321,934	$ 5,328	$ 960
% of total retail sales	20.8%	18.1%	23.2%
Supermarket Sales (mil.)	$ 302,727	$ 4,817	$ —
% of Food Store Sales	94.0%	90.4%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,105.10	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	4,358.9	1,082.2
Total # of Hslds. (thous.)	90,849.0	1,600.0	413.0
Population by Age of Hsld. Head			
Under 25 Years	6.5%	5.6%	— %
25 - 34 Years	22.8%	23.3%	— %
35 - 44 Years	20.7%	21.4%	— %
45 - 54 Years	14.8%	16.2%	— %
55 - 64 Years	14.6%	15.7%	— %
65 & Over	20.5%	17.7%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	23.4%	— %
Two	31.7%	29.4%	— %
Three	18.1%	18.6%	— %
Four	15.1%	16.0%	— %
Five	7.0%	8.1%	— %
Six & Over	3.8%	4.4%	— %
Average Household Size	2.70	2.72	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 60,321	$ 11,087
Per Capita EBI	$ 13,040	$ 13,839	$ 10,244
Median Household EBI	$ 25,888	$ 29,535	$ 19,225
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	16.3%	— %
$10,000-$24,999	30.8%	25.8%	— %
$25,000 & Over	51.6%	57.9%	— %
Projected EBI % change 1987/92	+49.9%	+46.0%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+41.2%	— %

7. HOUSTON, TEXAS (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		76.0%	
Kroger	75	24.0	Own, Houston, TX
Safeway	46	18.0	Own, Houston, TX
Randall's	40	15.0	Fleming Foods, Houston, TX
Fiesta Mart	14	7.0	Own, Houston, TX
Rice	29	6.0	Grocer Supply, Houston, TX
Gerland	27	5.0	Fleming & Grocer Supply, Houston, TX
Lucky 7	30	1.0	Grocer Supply, Houston, TX
Clayton's	4	**	Grocer Supply, Houston, TX
Food City	5	**	Schepps Wholesale, Houston, TX
Food Giant	4	**	Fleming Foods, Houston, TX
King Saver	5	**	Affiliated Foods, Keller, TX
M&M Foods	4	**	Grocer Supply, Houston, TX
Minimax	10	**	Fleming Foods, Houston, TX
LEADING CONVENIENCE STORES:			
Baby Giant	5	**	na
Circle K	205	**	Grocers Supply, Houston, TX
Stop & Go	503	**	na
Sunny's National/Texan	4	**	na
OTHER GROCERY STORES	na	24.0%	
TOTAL	1,010+	100.0%	

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na not available

* These figures are "in-house" estimates.

**Included in "Other Grocery Stores" percent.

Note: Store names, # of stores and principal supplier information kindly provided by "The Houston Chronicle".

Market Area Covered:
Fort Bend, Harris, Liberty, Montgomery and Waller Counties

Rank in U.S. based on supermarket sales 1987: 7

	U.S.	PMSA Total	Central City Houston
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 22,796	$ 15,172
Food Store Sales (mil.)	$ 321,934	$ 4,953	$ 3,070
% of total retail sales	20.8%	21.7%	20.2%
Supermarket Sales (mil.)	$ 302,727	$ 4,751	$ —
% of Food Store Sales	94.0%	95.9%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,469.95	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	3,233.0	1,741.0
Total # of Hslds. (thous.)	90,849.0	1,181.9	672.0
Population by Age of Hsld. Head			
Under 25 Years	6.5%	8.8%	— %
25 - 34 Years	22.8%	30.5%	— %
35 - 44 Years	20.7%	24.0%	— %
45 - 54 Years	14.8%	14.5%	— %
55 - 64 Years	14.6%	11.0%	— %
65 & Over	20.5%	11.2%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	23.6%	— %
Two	31.7%	29.6%	— %
Three	18.1%	18.8%	— %
Four	15.1%	16.2%	— %
Five	7.0%	7.4%	— %
Six & Over	3.8%	4.4%	— %
Average Household Size	2.70	2.74	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 43,508	$ 22,882
Per Capita EBI	$ 13,040	$ 13,458	$ 13,143
Median Household EBI	$ 25,888	$ 28,575	$ 25,506
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	14.6%	— %
$10,000-$24,999	30.8%	28.8%	— %
$25,000 & Over	51.6%	56.6%	— %
Projected EBI % change 1987/92	+49.9%	+47.1%	— %
Projected average hsld. EBI % change 1987/92	+40,9%	+37.9%	— %

8. BOSTON, MASSACHUSETTS (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		63.0%	
Purity Supreme	44	17.0	Own, North Billerica, MA
Stop & Shop	43	16.0	Own, North Quincy, MA
Star Market	32**	13.0	Own, Cambridge, MA**
Shaw's	19	9.0	Own, West Bridgewater, MA
DeMoulas/Market Basket	22	7.0	Own, Tewksbury, MA
Military	3	1.0	Buy Direct
OTHER GROCERY STORES	na	37.0%	
TOTAL	163+	100.0%	

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na not available

* These figures are "in-house" estimates.

** This information kindly provided by Mr. Brian Pijanowski, Director of Marketing, Star Market Co.

Market Area Covered:
Parts of: Bristol, Essex, Middlesex, Norfolk, Plymouth, Suffolk and Worcester Counties

Rank in U.S. based on supermarket sales 1987: 8

	U.S.	CMSA Total*	Central City Boston
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 30,766	$ 4,566
Food Store Sales (mil.)	$ 321,934	$ 5,364	$ 786
% of total retail sales	20.8%	17.4%	17.2%
Supermarket Sales (mil.)	$ 302,727	$ 4,749	$ —
% of Food Store Sales	94.0%	88.5%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,277.26	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	3,718.1	566.9
Total # of Hslds. (thous.)	90,849.0	1,392.5	233.5
Population by Age of Hsld. Head			
Under 25 Years	6.5%	5.1%	— %
25 - 34 Years	22.8%	22.6%	— %
35 - 44 Years	20.7%	20.3%	— %
45 - 54 Years	14.8%	15.2%	— %
55 - 64 Years	14.6%	15.0%	— %
65 & Over	20.5%	21.7%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	26.9%	— %
Two	31.7%	29.9%	— %
Three	18.1%	17.2%	— %
Four	15.1%	14.4%	— %
Five	7.0%	7.5%	— %
Six & Over	3.8%	4.1%	— %
Average Household Size	2.70	2.67	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 62,999	$ 8,571
Per Capita EBI	$ 13,040	$ 16,944	$ 15,119
Median Household EBI	$ 25,888	$ 33,895	$ 24,358
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	12.8%	— %
$10,000-$24,999	30.8%	24.1%	— %
$25,000 & Over	51.6%	63.0%	— %
Projected EBI % change 1987/92	+49.9%	+44.5%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+40.3%	— %

* These figures are based on the Consolidated Metropolitan Statistical Area, which consists of Boston, Lawrence, Salem, Lowell and Brockton.

9. NASSAU-SUFFOLK, NEW YORK (PMSA)

	No. of Stores*	% of Market Share*		Principal Supplier
LEADING CHAINS:		83.0%		
A&P:	14	7.0	}29.0	Own, Rockwell Center, NY
Waldbaum's**	45	22.0		Own, Central Islip, NY
Pathmark	18	17.0		Supermarkets General Corp., Huntington Station, NY
King Kullen	43	15.0		Own, Westbury, NY
Food Town	14	9.0		Twin County Grocer, East Rockaway, NY
ShopRite	5	6.0		Wakefern, Freehold, NJ
Grand Union	14	4.0		Own, Wayne, NJ
Key Food	10	2.0		Own, Woodmere, NY
Dan's Supreme	4	1.0		White Rose, Hempstead, NY
OTHER GROCERY STORES	na	17.0%		
TOTAL	167+	100.0%		

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na not available

* These figures are "in-house" estimates.

**Waldbaum's is owned by the A&P Co.; Waldbaums % of Market Share technically belongs to A&P. The combined figure (A&P stores, Waldbaum's stores) puts A&P in first place with a Market Share total of 29.0%.

Market Area Covered:
Nassau and Suffolk Counties

Rank in U.S. based on supermarket sales 1987: 9

		PMSA	Central Counties	
	U.S.	Total	Nassau	Suffolk
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 21,825	$ 12,813	$ 9,012
Food Store Sales (mil.)	$ 321,934	$ 4,788	$ 2,631	$ 2,157
% of total retail sales	20.8%	21.9%	20.5%	23.9%
Supermarket Sales (mil.)	$ 302,727	$ 4,113	$ 2,281	$ 1,832
% of Food Store Sales	94.0%	85.9%	86.7%	84.9%
Supermarket Sales per capita	$ 1,232.49	$ 1,545.25	$ 1,717.23	$ 1,373.93
POPULATION 1987 TOTAL (thous.)	245,622.7	2,661.7	1,328.3	1,333.4
Total # of Hslds. (thous.)	90,849.0	868.8	444.2	424.6
Population by Age of Hsld. Head				
Under 25 Years	6.5%	2.3%	1.8%	2.9%
25 - 34 Years	22.8%	18.8%	16.3%	21.4%
35 - 44 Years	20.7%	24.1%	21.3%	26.9%
45 - 54 Years	14.8%	19.8%	20.7%	18.9%
55 - 64 Years	14.6%	17.8%	21.3%	14.3%
65 & Over	20.5%	17.2%	18.6%	15.7%
Number of Persons per Hsld.				
% by # of persons per hsld.				
One	24.1%	14.9%	15.1%	14.7%
Two	31.7%	28.4%	30.1%	26.7%
Three	18.1%	20.0%	20.7%	14.3%
Four	15.1%	20.4%	19.5%	21.2%
Five	7.0%	10.7%	9.7%	11.7%
Six & Over	3.8%	5.6%	4.9%	6.3%
Average Household Size	2.70	3.06	2.99	3.14
INCOME 1987				
Net EBI (mil.)	$3,202,847	$ 50,659	$ 28,470	$ 22,190
Per Capita EBI	$ 13,040	$ 19,033	$ 21,433	$ 16,641
Median Household EBI	$ 25,888	$ 45,412	$ 49,790	$ 41,515
Household by EBI Groups				
% Distribution				
Under $10,000	17.6%	6.8%	6.1%	7.5%
$10,000-$24,999	30.8%	16.7%	14.7%	19.0%
$25,000 & Over	51.6%	76.4%	79.2%	72.1%
Projected EBI % change 1987/92	+49.9%	+44.8%	44.8%	44.8%
Projected average hsld. EBI % change 1987/92	+40.9%	+39.8%	40.7%	38.9%

10. ATLANTA, GEORGIA (MSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		68.0%	
Kroger	56	30.0	Own, Atlanta, GA
Winn Dixie	63	20.0	Own, Atlanta, GA
Super Valu Stores	38	10.0	Own, Atlanta, GA
A&P	24	7.0	Own, Atlanta, GA
Military	2	1.0	Buy Direct
CONVENIENCE STORE CHAINS:			
Majik	104	**	Own, Atlanta, GA
7-Eleven	53	**	Southland Corp., Atlanta, GA
Starvin' Marvin	39	**	Own, Chamblee, GA
OTHER GROCERY STORES	na	32.0%	
TOTAL	379+	100.0%	

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na not available

* These figures are "in-house" estimates.

**Included in "Other Grocery Stores" percent.

Market Area Covered:
Barrow, Butts, Cherokee, Clayton, Cobb, Coweta, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gurnnett, Henry, Newton, Paulding, Rockdale, Spalding and Walton Counties

Rank in U.S. based on supermarket sales 1987: 10

	U.S.	MSA Total	Central City Atlanta
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 20,795	$ 4,250
Food Store Sales (mil.)	$ 321,934	$ 3,744	$ 599
% of total retail sales	20.8%	18.0%	14.1%
Supermarket Sales (mil.)	$ 302,727	$ 3,572	$ —
% of Food Store Sales	94.0%	95.4%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,341.44	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	2,662.8	451.2
Total # of Hslds. (thous.)	90,849.0	989.3	180.5
Population by Age of Hsld. Head			
Under 25 Years	6.5%	6.5%	— %
25 - 34 Years	22.8%	27.8%	— %
35 - 44 Years	20.7%	25.4%	— %
45 - 54 Years	14.8%	14.8%	— %
55 - 64 Years	14.6%	11.8%	— %
65 & Over	20.5%	13.6%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	22.7%	— %
Two	31.7%	30.2%	— %
Three	18.1%	20.2%	— %
Four	15.1%	16.6%	— %
Five	7.0%	7.0%	— %
Six & Over	3.8%	3.3%	— %
Average Household Size	2.70	2.69	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 37,223	$ 5,566
Per Capita EBI	$ 13,040	$ 13,979	$ 12,336
Median Household EBI	$ 25,888	$ 29,830	$ 19,365
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	14.3%	— %
$10,000-$24,999	30.8%	27.6%	— %
$25,000 & Over	51.6%	58.0%	— %
Projected EBI % change 1987/92	+49.9%	+59.4%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+39.9%	— %

11. DALLAS, TEXAS (PMSA)

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		85.3%	
Tom Thumb	41	27.4	A.W. Cullum & Co., Dallas, TX
Kroger	28	20.9	Own, Irving, TX
Skaggs Alpha Beta	16	13.9	Fleming, Fort Worth, TX
Minyard's Food Stores	42	13.2	Big Tex, Dallas, TX
Albertson's	12	6.8	Fleming, Forth Worth, TX
Winn Dixie	10	3.1	Own, Fort Worth, TX
VOLUNTARY &/OR COOP GROUPS:		3.7%	
Affiliated, AG, Thriftee	220	3.7	Affiliated, Dallas, TX
LEADING INDEPENDENTS:		0.3%	
Food Basket	7	0.2	Own, Dallas, TX
Jewel T's Box Stores	13	0.1	na
OTHER GROCERY STORES	na	10.7%	
TOTAL	389+	100.0%	

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na not available

Note: Safeway closed all their stores in the Dallas Market in June of 1987. A new entry into the market is Hypermart U.S.A. which is estimated to have an approximate 1.6% of the Markets Share. Above information kindly provided by "The Dallas Times Herald".

Market Area Covered:
Collin, Dallas, Denton, Ellis, Kaufman and Rockwall Counties

Rank in U.S. based on supermarket sales 1987: 11

	U.S.	PMSA Total	Central City Dallas
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 17,908	$ 14,869
Food Store Sales (mil.)	$ 321,934	$ 3,614	$ 2,846
% of total retail sales	20.8%	20.2%	19.1%
Supermarket Sales (mil.)	$ 302,727	$ 3,492	$ 2,743
% of Food Store Sales	94.0%	96.6%	96.4%
Supermarket Sales per capita	$ 1,232.49	$ 1,436.91	$1,492.95
POPULATION 1987 TOTAL (thous.)	245,622.7	2,430.2	1,837.3
Total # of Hslds. (thous.)	90,849.0	912.2	711.1
Population by Age of Hsld. Head			
Under 25 Years	6.5%	8.5%	8.9%
25 - 34 Years	22.8%	27.5%	27.8%
35 - 44 Years	20.7%	24.0%	23.0%
45 - 54 Years	14.8%	14.3%	14.6%
55 - 64 Years	14.6%	11.5%	11.9%
65 & Over	20.5%	14.1%	13.8%
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	24.1%	26.3%
Two	31.7%	31.2%	31.3%
Three	18.1%	18.8%	18.3%
Four	15.1%	15.7%	14.4%
Five	7.0%	6.7%	6.3%
Six & Over	3.8%	3.5%	3.5%
Average Household Size	2.70	2.66	2.58
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 35,219	$ 26,915
Per Capita EBI	$ 13,040	$ 14,492	$ 14,649
Median Household EBI	$ 25,888	$ 28,900	$ 27,787
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	14.2%	14.3%
$10,000-$24,999	30.8%	29.1%	30.7%
$25,000 & Over	51.6%	56.7%	55.0%
Projected EBI % change 1987/92	+49.9%	+64.3%	61.2%
Projected average hsld. EBI % change 1987/92	+40.9%	+48.7%	48.0%

12. ST. LOUIS, MISSOURI-ILLINOIS (MSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		85.0%	
Schnucks	55	36.0	Own, Bridgeton, MO
National	53	25.0	Own, St. Louis, MO
Wetterau**	59	13.0	Own, Hazelwood, Hillsborough, St. Louis and Scott City, MO
Associated Grocers Co.***	37	8.0	Own, St. Louis, Florissants and Springfield, MO
Aldi	11	2.0	Own, Batavia, IL and Wright City, MO
Military	1	1.0	Buy Direct
OTHER GROCERY STORES	na	15.0%	
TOTAL	216+	100.0%	

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na not available

* These figures are "in-house" estimates.

** Includes the following stores: Queen's IGA, Shop N Save Warehouse Stores and 33 independents.

***Includes the following stores: Food For Less, Overland Thrift Market and 21 independents.

Market Area Covered:
Franklin, Jefferson, St. Charles, St. Louis Counties; MO and
Clinton, Jersey, Madison, Monroe and St. Clair Counties, IL

Rank in U.S. based on supermarket sales 1987: 12

	U.S.	MSA Total	Central City St. Louis
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 16,439	$ 8,525
Food Store Sales (mil.)	$ 321,934	$ 3,178	$ 1,526
% of total retail sales	20.8%	19.3%	17.9%
Supermarket Sales (mil.)	$ 302,727	$ 2,978	$ 1,429
% of Food Store Sales	94.0%	93.7%	93.6%
Supermarket Sales per capita	$ 1,232.49	$ 1,208.75	$1,423.16
POPULATION 1987 TOTAL (thous.)	245,622.7	2,463.7	1,004.1
Total # of Hslds. (thous.)	90,849.0	900.2	368.3
Population by Age of Hsld. Head			
Under 25 Years	6.5%	5.6%	4.8%
25 - 34 Years	22.8%	22.1%	22.9%
35 - 44 Years	20.7%	20.7%	22.2%
45 - 54 Years	14.8%	15.7%	16.7%
55 - 64 Years	14.6%	14.9%	15.2%
65 & Over	20.5%	21.0%	18.2%
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	23.6%	21.7%
Two	31.7%	31.0%	32.3%
Three	18.1%	18.5%	19.0%
Four	15.1%	15.5%	16.2%
Five	7.0%	7.3%	7.4%
Six & Over	3.8%	4.1%	3.5%
Average Household Size	2.70	2.74	2.73
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 33,837	$ 16,806
Per Capita EBI	$ 13,040	$ 13,734	$ 16,737
Median Household EBI	$ 25,888	$ 29,120	$ 35,914
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	15.0%	8.3%
$10,000-$24,999	30.8%	27.9%	23.3%
$25,000 & Over	51.6%	57.1%	68.4%
Projected EBI % change 1987/92	+49.9%	+46.6%	47.9%
Projected average hsld. EBI % change 1987/92	+40.9%	+41.3%	42.9%

13. ANAHEIM-SANTA ANA, CALIFORNIA (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		74.0%	
Ralph's Giant/Grocery	31	20.0	Own, Compton, CA
Alpha Beta	40	16.0	Own, LaHabra, CA
Lucky's	29	14.0	Own, Buena Park, CA
Albertson's	25	13.0	Own, Brea, CA
Certified Grocers**	38	11.0	Own, Los Angeles, CA
OTHER GROCERY STORES	na	26.0%	
TOTAL	163+	100.0%	

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na not available

* These figures are "in-house" estimates.

**Includes the following stores: Fedco Foods, Food Co. Markets, Gelsons, Hughes/El Rancho, Pantry Food Markets, Super A Foods and 20 independents.

Market Area Covered:
Orange County

Rank in U.S. based on supermarket sales 1987: 13

		PMSA	Central Cities	
	U.S.	Total	Anaheim	Santa Ana
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 17,071	$ 1,944	$ 1,758
Food Store Sales (mil.)	$ 321,934	$ 3,126	$ 361	$ 317
% of total retail sales	20.8%	18.3%	18.6%	18.1%
Supermarket Sales (mil.)	$ 302,727	$ 2,908	$ —	$ —
% of Food Store Sales	94.0%	93.0%	— %	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,303.86	$ —	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	2,230.3	247.0	238.5
Total # of Hslds. (thous.)	90,849.0	793.5	90.1	75.2
Population by Age of Hsld. Head				
Under 25 Years	6.5%	6.9%	— %	— %
25 - 34 Years	22.8%	24.8%	— %	— %
35 - 44 Years	20.7%	24.4%	— %	— %
45 - 54 Years	14.8%	16.4%	— %	— %
55 - 64 Years	14.6%	13.2%	— %	— %
65 & Over	20.5%	14.4%	— %	— %
Number of Persons per Hsld.				
% by # of persons per hsld.				
One	24.1%	21.8%	— %	— %
Two	31.7%	32.9%	— %	— %
Three	18.1%	18.4%	— %	— %
Four	15.1%	15.9%	— %	— %
Five	7.0%	7.1%	— %	— %
Six & Over	3.8%	4.0%	— %	— %
Average Household Size	2.70	2.81	—	—
INCOME 1987				
Net EBI (mil.)	$3,202,847	$ 38,057	$ 3,839	$ 2,873
Per Capita EBI	$ 13,040	$ 17,064	$ 15,542	$ 12,046
Median Household EBI	$ 25,888	$ 37,532	$ 33,210	$ 30,446
Household by EBI Groups				
% Distribution				
Under $10,000	17.6%	8.8%	— %	— %
$10,000-$24,999	30.8%	22.7%	— %	— %
$25,000 & Over	51.6%	68.5%	— %	— %
Projected EBI % change 1987/92	+49.9%	+48.3%	— %	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+37.1%	— %	— %

14. PHOENIX, ARIZONA (MSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		90.5%	
Smitty's	22	24.0	Assoc. Grocers, Phoenix, AZ
Fry's	35	13.0	Assoc. Grocers, Phoenix, AZ
Safeway	36	13.0	Own, Phoenix, AZ
ABCO	29	11.0	Own, Phoenix, AZ
Bayless	23	11.0	Own, Phoenix, AZ
Bashas	31	9.5	Own, Chandler, AZ
Lucky	22	9.0	Own, Phoenix, AZ
Circle K (C)	360	**	na
Sure Save	20	**	na
OTHER GROCERY STORES	na	9.5%	
TOTAL	578+	100.0%	

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na not available

* These figures are "in-house" estiamtes.

**Included in "Other Grocery Stores" percent.

Market Area Covered:
Maricopa County

Rank in U.S. based on supermarket sales 1987: 14

	U.S.	MSA Total	Central City Phoenix
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 13,076	$ 6,422
Food Store Sales (mil.)	$ 321,934	$ 2,970	$ 1,473
% of total retail sales	20.8%	22.7%	22.9%
Supermarket Sales (mil.)	$ 302,727	$ 2,864.4	$ —
% of Food Store Sales	94.0%	96.4%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,422.02	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,986.1	945.1
Total # of Hslds. (thous.)	90,849.0	775.8	367.7
Population by Age of Hsld. Head			
Under 25 Years	6.5%	7.7%	— %
25 - 34 Years	22.8%	23.3%	— %
35 - 44 Years	20.7%	20.9%	— %
45 - 54 Years	14.8%	13.8%	— %
55 - 64 Years	14.6%	13.9%	— %
65 & Over	20.5%	20.5%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	25.4%	— %
Two	31.7%	34.0%	— %
Three	18.1%	16.9%	— %
Four	15.1%	13.6%	— %
Five	7.0%	6.5%	— %
Six & Over	3.8%	3.6%	— %
Average Household Size	2.70	2.56	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 27,168	$ 12,590
Per Capita EBI	$ 13,040	$ 13,679	$ 13,321
Median Household EBI	$ 25,888	$ 27,403	$ 26,863
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	14.2%	— %
$10,000-$24,999	30.8%	31.5%	— %
$25,000 & Over	51.6%	54.3%	— %
Projected EBI % change 1987/92	+49.9%	+65.7%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+38.8%	— %

15. MINNEAPOLIS-ST. PAUL, MINNESOTA-WISCONSIN (MSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		71.0%	
Super Valu **	70	43.0	Own, Hopkins, MN
Country Club	43	11.0	Fairway Foods Inc., St. Louis Park, MN
Rainbow Foods	19	8.0	Gateway Foods of Minnesota, Inc. Minneapolis, MN
Lunds	8	5.0	Gateway, Minneapolis, MN
Hausers IGA	9	4.0	Gateway, Minneapolis, MN
OTHER GROCERY STORES	na	29.0%	
TOTAL	149+	100.0%	

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na not available

* These figures are "in-house" estimates

**Includes the following: Byerly's, Cub, Jack & Jill, Jerry's Foods/Jerry's Super Valu, and 37 independents.

Market Area Covered:
Anoka, Carver, Chisago, Dakota, Hennepin, Isanti, Ramsey, Scott, Washington and Wright Counties, MN
St. Croix Counties, WI

Rank in U.S. based on supermarket sales 1987: 15

	U.S.	MSA Total	Central Cities Minneapolis	Central Cities St. Paul
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 17,641	$ 2,671	$ 2,181
Food Store Sales (mil.)	$ 321,934	$ 3,028	$ 466	$ 362
% of total retail sales	20.8%	17.2%	17.4%	16.6%
Supermarket Sales (mil.)	$ 302,727	$ 2,859	$ —	$ —
% of Food Store Sales	94.0%	94.4%	— %	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,223.67	$ —	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	2,336.4	370.2	274.7
Total # of Hslds. (thous.)	90,849.0	885.6	171.8	114.4
Population by Age of Hsld. Head				
Under 25 Years	6.5%	7.7%	— %	— %
25 - 34 Years	22.8%	27.0%	— %	— %
35 - 44 Years	20.7%	22.0%	— %	— %
45 - 54 Years	14.8%	13.8%	— %	— %
55 - 64 Years	14.6%	12.4%	— %	— %
65 & Over	20.5%	17.0%	— %	— %
Number of Persons per Hsld.				
% by # of persons per hsld.				
One	24.1%	26.2%	— %	— %
Two	31.7%	30.2%	— %	— %
Three	18.1%	17.3%	— %	— %
Four	15.1%	15.7%	— %	— %
Five	7.0%	7.4%	— %	— %
Six & Over	3.8%	3.2%	— %	— %
Average Household Size	2.70	2.64	—	—
INCOME 1987				
Net EBI (mil.)	$3,202,847	$ 37,730	$ 5,833	$ 4,102
Per Capita EBI	$ 13,040	$ 16,149	$ 15,756	$ 14,932
Median Household EBI	$ 25,888	$ 33,701	$ 24,018	$ 26,358
Household by EBI Groups				
% Distribution				
Under $10,000	17.6%	11.1%	— %	— %
$10,000-$24,999	30.8%	24.9%	— %	— %
$25,000 & Over	51.6%	64.0%	— %	— %
Projected EBI % change 1987/92	+49.9%	+55.8%	— %	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+45.4%	— %	— %

16. TAMPA-ST. PETERSBURG-CLEARWATER+, FLORIDA (MSA)

TAMPA-ST. PETERSBURG

	No. of Stores	% of Area Volume*	Principal Supplier
MAJOR CHAIN STORES:		93.8%	
Publix	56	27.3	Own, Lakeland, FL
Kash 'N Karry	58	26.0	Own, Tampa, FL
Winn Dixie	58	18.5	Own, Orlando, FL
Albertson's	16	11.2	Own, Orlando, FL
Florida Choice	11	3.8	Own, Maitland, FL
U-Save	12	3.8	B&B Cash, Tampa, FL
Save And Pack	3	3.2	na
CONVENIENCE STORES**	579	0.4%	
OTHER STORES (Incl. Independents)	942	5.8%	
TOTAL	1,735	100.0%	

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na not available

* Percents based on % of adult shoppers who "Shopped Most" in the past week at the store(s) listed.

**Includes farm stores.

Note: Information kindly provided by "The Tampa Tribune".

TAMPA-ST. PETERSBURG

	No. of Stores*	% of Market Share*	Principal Supplier
MAJOR CHAIN STORES:		100.0%	
Kash N'Karry	59	24.6	Own, Tampa, FL
Publix	57	22.6	Own, Lakeland, FL
Winn Dixie	63	20.7	Own, Orlando, FL
Albertson's	16	15.8	Own, Orlando, FL
Florida Choice	12	6.7	Own, Maitland, FL
U-Save	16	6.1	B&B Cash, Tampa, FL
Save And Pack	3	3.5	na
TOTAL	226	100.0%	

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na not available

* Figures based on information confidentially supplied by some of the major stores.

Note: Second Tampa-St. Petersburg-Clearwater listing kindly provided by "The St. Petersburg Times".

+ Since one source of information is based on customers reactions, and the other is based on sales, both have been presented, separately.

Market Area Covered:
Hernando, Hillsborough, Pasco and Pinellas Counties

Rank in U.S. based on supermarket sales 1987: 16

		MSA	Central Cities	
	U.S.	Total	Tampa	St. Petersburg
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 13,443	$ 3,147	$ 1,699
Food Store Sales (mil.)	$ 321,934	$ 2,904	$ 502	$ 354
% of total retail sales	20.8%	21.6%	16.0%	20.8%
Supermarket Sales (mil.)	$ 302,727	$ 2,757	$ —	$ —
% of Food Store Sales	94.0%	94.9%	— %	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,392.92	$ —	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,979.3	294.4	243.4
Total # of Hslds. (thous.)	90,849.0	838.9	122.0	108.7
Population by Age of Hsld. Head				
Under 25 Years	6.5%	5.0%	— %	— %
25 - 34 Years	22.8%	16.6%	— %	— %
35 - 44 Years	20.7%	15.8%	— %	— %
45 - 54 Years	14.8%	12.5%	— %	— %
55 - 64 Years	14.6%	15.9%	— %	— %
65 & Over	20.5%	34.3%	— %	— %
Number of Persons per Hsld.				
% by # of persons per hsld.				
One	24.1%	27.2%	— %	— %
Two	31.7%	40.2%	— %	— %
Three	18.1%	15.0%	— %	— %
Four	15.1%	10.7%	— %	— %
Five	7.0%	4.6%	— %	— %
Six & Over	3.8%	2.3%	— %	— %
Average Household Size	2.70	2.36	—	—
INCOME 1987				
Net EBI (mil.)	$3,202,847	$ 25,704	$ 3,549	$ 3,098
Per Capita EBI	$ 13,040	$ 12,986	$ 12,055	$ 12,728
Median Household EBI	$ 25,888	$ 22,658	$ 20,515	$ 19,811
Household by EBI Groups				
% Distribution				
Under $10,000	17.6%	17.8%	— %	— %
$10,000-$24,999	30.8%	37.3%	— %	— %
$25,000 & Over	51.6%	44.9%	— %	— %
Projected EBI % change 1987/92	+49.9%	+60.6%	— %	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+40.9%	— %	— %

17. SAN DIEGO, CALIFORNIA (MSA)

	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		94.0%	
Vons	29	22.5**	Own, El Monte, CA
Food Basket	27	21.5**	Own, Buena Park, CA
Safeway	39	14.0**	Own, Los Angeles, CA
Ralph's	13	12.0	Own, Compton, CA
Alpha Beta	23	9.0**	Own, La Habra, CA
Big Bear	22	6.0	Own, San Diego, CA
Military Commissaries	6	5.0	Own, San Diego, CA
Convenience Stores	229	2.5	Various Suppliers
Albertson's	3	1.5	Own, Brea, CA
OTHER GROCERY STORES	333	6.0%	
TOTAL	724	100.0%	

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* These percents are for the first six months of 1988 only.

**These figures are expected to change due to the sale of Safeway to Vons, and the possible sale of Food Basket (owned by Lucky) to Alpha Beta.

Note: Above information kindly provided by the San Diego Union-Tribune Publishing Co.

Market Area Covered:
San Diego County

Rank in U.S. based on supermarket sales 1987: 17

	U.S.	MSA Total	Central City San Diego
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 15,293	$ 6,898
Food Store Sales (mil.)	$ 321,934	$ 2,910	$ 1,218
% of total retail sales	20.8%	19.0%	17.7%
Supermarket Sales (mil.)	$ 302,727	$ 2,705	$ —
% of Food Store Sales	94.0%	93.0%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,169.02	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	2,313.9	1,059.0
Total # of Hslds. (thous.)	90,849.0	840.0	393.8
Population by Age of Hsld. Head			
Under 25 Years	6.5%	8.4%	— %
25 - 34 Years	22.8%	25.6%	— %
35 - 44 Years	20.7%	20.5%	— %
45 - 54 Years	14.8%	13.8%	— %
55 - 64 Years	14.6%	13.5%	— %
65 & Over	20.5%	18.2%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	23.6%	— %
Two	31.7%	35.4%	— %
Three	18.1%	17.5%	— %
Four	15.1%	14.0%	— %
Five	7.0%	6.2%	— %
Six & Over	3.8%	3.4%	— %
Average Household Size	2.70	2.75	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 35,705	$ 16,602
Per Capita EBI	$ 13,040	$ 15,431	$ 15,677
Median Household EBI	$ 25,888	$ 29,891	$ 28,609
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	12.8%	— %
$10,000-$24,999	30.8%	29.2%	— %
$25,000 & Over	51.6%	58.0%	— %
Projected EBI % change 1987/92	+49.9%	+57.1%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+39.0%	— %

18. BALTIMORE, MARYLAND (MSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		95.0%	
Giant	38	23.0	Own, Landover, MD
Super Rite Foods**	38	16.0	Own, Harrisburg, PA
B. Green & Co.***	48	14.0	Own, Baltimore, MD
Scrivner/Flickinger/Small Co.****	36	13.0	Own, York, PA
A&P	29	12.0	Own, Baltimore, MD
Safeway	17	9.0	Own, Baltimore, MD
Valu	9	6.0	Wetterau, Baltimore, MD
Military	3	2.0	Buy Direct
OTHER GROCERY STORES	na	5.0%	
TOTAL	218+	100.0%	

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na not available

* These figures are "in-house" estimates.

** Includes the following: Food-A-Rama, Giant, Kash & Karry Warehouse Foods and 5 independents.

*** Includes the following: Big B Warehouses, Jumbo Food Stores, Mars Markets, Santoni's and 21 independents.

****Includes the following: Acme, Georges Super Thrift, Super Pride, Super Thrift, and 18 independents.

Market Area Covered:
Anne Arundel, Baltimore, Carroll, Harford, Howard, and Queen Anne Counties
Baltimore City

Rank in U.S. based on supermarket sales 1987: 18

	U.S.	MSA Total	Central City Baltimore
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 15,247	$ 6,106
Food Store Sales (mil.)	$ 321,934	$ 2,908	$ 1,106
% of total retail sales	20.8%	19.1%	18.1
Supermarket Sales (mil.)	$ 302,727	$ 2,692	$ 1,042
% of Food Store Sales	94.0%	92.6%	94.2%
Supermarket Sales per capita	$ 1,232.49	$ 1,153.60	$ 15.4
POPULATION 1987 TOTAL (thous.)	245,622.7	2,333.6	675.9
Total # of Hslds. (thous.)	90,849.0	849.6	260.1
Population by Age of Hsld. Head			
Under 25 Years	6.5%	5.1%	5.0%
25 - 34 Years	22.8%	23.3%	22.9%
35 - 44 Years	20.7%	22.4%	20.8%
45 - 54 Years	14.8%	16.0%	16.7%
55 - 64 Years	14.6%	15.5%	17.1%
65 & Over	20.5%	17.7%	17.4%
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	22.7%	23.9%
Two	31.7%	30.5%	32.5%
Three	18.1%	19.7%	20.0%
Four	15.1%	15.9%	15.1%
Five	7.0%	7.2%	6.2%
Six & Over	3.8%	4.0%	2.4%
Average Household Size	2.70	2.75	2.60
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 31,081	$ 10,325
Per Capita EBI	$ 13,040	$ 13,319	$ 15,276
Median Household EBI	$ 25,888	$ 29,768	$ 32,837
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	14.6%	9.5%
$10,000-$24,999	30.8%	27.4%	26.1%
$25,000 & Over	51.6%	58.0%	64.4%
Projected EBI % change 1987/92	+49.9%	+44.1%	39.9%
Projected average hsld. EBI % change 1987/92	+40.9%	+36.6%	35.0%

19. RIVERSIDE-SAN BERNARDINO, CALIFORNIA (PMSA)

RIVERSIDE

	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		81.0%	
Stater Bros.	30	25.0	Own, Colton, CA
Alpha Beta	17	14.0	Own, La Habra, CA
Vons	14	13.0	Own, Los Angeles, CA
Lucky	9	11.0	Own, Buena Park, CA
Safeway	11	11.0	Own, Downey, CA
Albertson's	6	5.0	Own, Los Angeles, CA
Ralph's	3	2.0	Own, Compton, CA
Circle K (C)	39	**	A.M. Lewis, Riverside, CA
7-Eleven (C)	29	**	Own, San Bernardino, CA
Stop'N Go (C)	9	**	A.M. Lewis, Riverside, CA
Vons Pavilion	1	**	na
OTHER GROCERY STORES	na	19.0%	
TOTAL	168+	100.0%	

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na not available
(C) Convenience Stores
* These figures are "in-house" estimates.
**Included in "Other Grocery Stores" percent.

Note: Store names, # of stores and principal supplier information kindly provided by "The Riverside Press Enterprise".

SAN BERNARDINO

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		86.0%	
Stater Bros.	37	39.5	Own, Colton, CA
Lucky	8	18.6	Own, Buena Park, CA
Alpa Beta	19	12.1	Own, La Habra, CA
Vons	10	11.3	Own, Los Angeles, CA
Circle K (C)	27	2.7	A.M. Lewis, Riverside, CA
7-Eleven (C)	18	1.8	Own, San Bernardino, CA
Albertson's	1	*	Own, Fullerton, CA
Base Commissary	4	*	na
Fedco	2	*	na
Gerards	na	*	A.M. Lewis, Riverside, CA
Grocery Warehouse	2	*	Albertson's, Fullerton, CA
Hughes Market	1	*	Own, Los Angeles, CA
Ralph's	2	*	Own, Compton, CA
Safeway	11	*	Own, Downey, CA
Stop'N Go (C)	6	*	A.M. Lewis, Riverside, CA
OTHER GROCERY STORES	na	14.0%	
TOTAL	148+	100.0%	

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na not available
(C) Convenience Stores
*Included in "Other Grocery Stores" percent.

Market Area Covered:
Riverside and San Bernardino Counties

Rank in U.S. based on supermarket sales 1987: 19

			Central Cities	
	U.S.	PMSA Total	Riverside	San Bernardino
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 12,097	$ 5,540	$ 6,557
Food Store Sales (mil.)	$ 321,934	$ 2,794	$ 1,323	$ 1,471
% of total retail sales	20.8%	23.1%	23.9%	22.4%
Supermarket Sales (mil.)	$ 302,727	$ 2,649	$ 1,264	$ 1,385
% of Food Store Sales	94.0%	94.8%	95.5%	94.2%
Supermarket Sales per capita	$ 1,232.49	$ 1,219.90	$ 1,347.11	$ 1,123.09
POPULATION 1987 TOTAL (thous.)	245,622.7	2,171.5	938.3	1,233.2
Total # of Hslds. (thous.)	90,849.0	778.2	344.4	433.8
Population by Age of Hsld. Head				
Under 25 Years	6.5%	6.8%	6.1%	7.4%
25 - 34 Years	22.8%	23.2%	20.7%	25.1%
35 - 44 Years	20.7%	20.2%	19.0%	21.3%
45 - 54 Years	14.8%	13.8%	13.2%	14.2%
55 - 64 Years	14.6%	14.2%	15.1%	13.5%
65 & Over	20.5%	21.9%	26.2%	18.6%
Number of Persons per Hsld.				
% by # of persons per hsld.				
One	24.1%	20.4%	21.2%	19.7%
Two	31.7%	35.2%	37.9%	33.1%
Three	18.1%	17.4%	16.0%	18.6%
Four	15.1%	15.5%	14.0%	16.8%
Five	7.0%	7.3%	6.6%	7.8%
Six & Over	3.8%	4.2%	4.2%	4.1%
Average Household Size	2.70	2.79	2.72	2.84
INCOME 1987				
Net EBI (mil.)	$3,202,847	$ 28,704	$ 12,633	$ 16,071
Per Capita EBI	$ 13,040	$ 13,218	$ 13,463	$ 13,032
Median Household EBI	$ 25,888	$ 27,489	$ 26,191	$ 28,623
Household by EBI Groups				
% Distribution				
Under $10,000	17.6%	15.1%	15.2%	14.9%
$10,000-$24,999	30.8%	30.8%	32.7%	29.3%
$25,000 & Over	51.6%	54.2%	52.1%	55.0%
Projected EBI % change 1987/92	+49.9%	+60.7%	61.4%	60.2%
Projected average hsld. EBI % change 1987/92	+40.9%	+36.3%	36.5%	36.0%

20. NEWARK, NEW JERSEY (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		81.0%	
Shop Rite Market/Super	27	26.0	Wakefern Food Corp., Elizabeth, Springfield & Union, NJ
Pathmark	19	24.0	Supermarket General Corp., Saddlebrook & Woodbridge, NJ
A&P	36	15.0	Own, Edison & Montvale, NJ
Acme	13	6.0	American Store Co., Whippany, NJ
Kings	10	6.0	White Rose, West Caldwell, NJ
Grand Union	7	4.0	Own, Wayne, NJ
OTHER GROCERY STORES	na	19.0%	
TOTAL	112+	100.0%	

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na not available

* These figures are "in-house" estimates.

Market Area Covered:
Essex, Morris, Sussex and Union Counties

Rank in U.S. based on supermarket sales 1987: 20

	U.S.	PMSA Total	Central City Newark
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 12,330	$ 1,058
Food Store Sales (mil.)	$ 321,934	$ 2,852	$ 200
% of total retail sales	20.8%	23.1%	19.0%
Supermarket Sales (mil.)	$ 302,727	$ 2,610	$ —
% of Food Store Sales	94.0%	91.5%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,371.95	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,902.4	319.6
Total # of Hslds. (thous.)	90,849.0	689.9	112.1
Population by Age of Hsld. Head			
Under 25 Years	6.5%	3.6%	— %
25 - 34 Years	22.8%	20.2%	— %
35 - 44 Years	20.7%	23.0%	— %
45 - 54 Years	14.8%	17.0%	— %
55 - 64 Years	14.6%	16.4%	— %
65 & Over	20.5%	19.7%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	22.5%	— %
Two	31.7%	29.5%	— %
Three	18.1%	19.1%	— %
Four	15.1%	16.4%	— %
Five	7.0%	8.0%	— %
Six & Over	3.8%	4.5%	— %
Average Household Size	2.70	2.76	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 32,697	$ 3,056.3
Per Capita EBI	$ 13,040	$ 17,188	$ 9,562
Median Household EBI	$ 25,888	$ 35,056	$ 18,013
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	13.5%	— %
$10,000-$24,999	30.8%	22.5%	— %
$25,000 & Over	51.6%	63.9%	— %
Projected EBI % change 1987/92	+49.9%	+44.2%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+39.7%	— %

21. PITTSBURGH, PENNSYLVANIA (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		89.0%	
Shop 'n Save	57	29.0	Charley Bros., Greensburg, PA
Foodland	66	26.0	Wetterau, Belle Vernon, PA
Giant Eagle	40	18.0	Own, Pittsburgh, PA
Super Dollar	25	10.0	Wetterau, Belle Vernon, PA
Golden Dawn	10	6.0	Peter J. Schmitt Co., Sharon, PA
OTHER GROCERY STORES	na	11.0%	
TOTAL	198+	100.0%	

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na not available

* These figures are "in-house" estimates.

Market Area Covered:
Allegheny, Fayette, Washington and Westmoreland Counties

Rank in U.S. based on supermarket sales 1987: 21

	U.S.	PMSA Total	Central City Pittsburgh
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 12,322	$ 2,601
Food Store Sales (mil.)	$ 321,934	$ 2,764	$ 559
% of total retail sales	20.8%	22.4%	21.5%
Supermarket Sales (mil.)	$ 302,727	$ 2,561	$ —
% of Food Store Sales	94.0%	92.7%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,208.53	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	2,119.1	386.0
Total # of Hslds. (thous.)	90,849.0	830.4	161.4
Population by Age of Hsld. Head			
Under 25 Years	6.5%	4.5%	— %
25 - 34 Years	22.8%	19.3%	— %
35 - 44 Years	20.7%	17.6%	— %
45 - 54 Years	14.8%	15.8%	— %
55 - 64 Years	14.6%	18.4%	— %
65 & Over	20.5%	24.4%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	27.5%	— %
Two	31.7%	30.8%	— %
Three	18.1%	18.1%	— %
Four	15.1%	14.0%	— %
Five	7.0%	6.6%	— %
Six & Over	3.8%	3.0%	— %
Average Household Size	2.70	2.55	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 27,503	$ 4,619
Per Capita EBI	$ 13,040	$ 12,979	$ 11,966
Median Household EBI	$ 25,888	$ 25,296	$ 19,543
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	18.5%	— %
$10,000-$24,999	30.8%	30.9%	— %
$25,000 & Over	51.6%	50.6%	— %
Projected EBI % change 1987/92	+49.9%	+36.2%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+36.2%	— %

22. SEATTLE, WASHINGTON (PMSA)

	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		86.3%	
Safeway	63	38.0	Own, Bellevue, WA
Albertson's	34	12.0	West Coast Whlsl. Groc. Co., Tacoma, WA
Thriftway[1]	28	11.9	Assoc. Grocers, Inc. Seattle, WA
Quality Food Centers (QFC)	22	9.4	West Coast Whlsl. Groc., Co. Tacoma, WA
Fred Meyer	6	3.6	Own, Portland, OR
Larry's Market	4	3.3	West Coast Whlsl. Groc. Co., Tacoma, WA
Any Convenience Store	21	2.4	West Coast Whlsl. Groc. Co., Tacoma, WA
Stock Market Foods	4	2.3	Assoc. Grocers, Inc. Seattle, WA
7-Eleven (C)	77	2.0	McLane/Northwest, Tacoma, WA
Johnny's Foodcenters	7	0.6	Assoc. Grocers, Inc. Seattle, WA
Thrifty Foods	7	0.5	Assoc. Grocers, Inc. Seattle, WA
Prairie Market	5	0.3	Assoc. Grocers, Inc. Seattle, WA
VOLUNTARY &/OR COOP GROUPS:		4.1%	
Olson's	9	1.7	Assoc. Grocers, Inc., Seattle, WA
Puget Consumers Co-op	5	1.5	Nutra-Source, Seattle, WA
Mark-It Foods	2	0.9	Assoc. Grocers, Inc., Seattle, WA
Haggens	2	**	West Coast Wholesale Grocery Co. Tacoma, WA
Top Foods	2	**	West Coast Wholesale Grocery Co. Tacoma, WA
WHOLESALERS:		2.6%	
Costco[2]	2	2.0	
Price Savers[2]	2	0.6	
OTHER GROCERY STORES	na	7.0%	
TOTAL	302+	100.0%	

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na not available

* These figures are not comparable to prior years' data since the market shares are based on different survey questions.

** Included in "Other Grocery Stores" percent.

(C) Convenience Stores

[1] Seven out of the twenty-eight Thriftway stores are former Tradewell stores. All of the Tradewell stores (14 total) in the Seattle market were sold in 1988.

[2] Costco and Price Savers are wholesale stores that carry grocery store items and sell to members in bulk quantities.

Market Area Covered:
King and Snohomish Counties

Rank in U.S. based on supermarket sales 1987: 22

	U.S.	PMSA Total	Central City Seattle
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 13,064	$ 4,075
Food Store Sales (mil.)	$ 321,934	$ 2,643	$ 746
% of total retail sales	20.8%	20.2%	18.3%
Supermarket Sales (mil.)	$ 302,727	$ 2,507	$ —
% of Food Store Sales	94.0%	94.8%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,395.25	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,796.8	487.9
Total # of Hslds. (thous.)	90,849.0	724.0	227.7
Population by Age of Hsld. Head			
Under 25 Years	6.5%	7.3%	— %
25 - 34 Years	22.8%	26.2%	— %
35 - 44 Years	20.7%	22.4%	— %
45 - 54 Years	14.8%	14.0%	— %
55 - 64 Years	14.6%	13.4%	— %
65 & Over	20.5%	16.8%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	28.2%	— %
Two	31.7%	33.0%	— %
Three	18.1%	16.8%	— %
Four	15.1%	13.9%	— %
Five	7.0%	5.7%	— %
Six & Over	3.8%	2.4%	— %
Average Household Size	2.70	2.48	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 30,016	$ 8,292
Per Capita EBI	$ 13,040	$ 16,795	$ 17,000
Median Household EBI	$ 25,888	$ 33,476	$ 26,124
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	12.4%	— %
$10,000-$24,999	30.8%	24.6%	— %
$25,000 & Over	51.6%	63.0%	— %
Projected EBI % change 1987/92	+49.9%	+58.2%	— %
Projected average hsld EBI % change 1987/92	+40.9%	+45.0%	— %

23. OAKLAND, CALIFORNIA (PMSA)

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		84.0%	
Lucky	58	30.0	Own, San Leandro, CA
Safeway	50	30.0	Own, Fremont, CA
Fleming Co.	25	21.0	Own, Fremont, CA
Certified Grocers of Calif.	16	9.0	Own, Los Angeles, CA
Military	2	2.0	Buy Direct
LEADING CONVENIENCE STORES			
7-Eleven	93	*	The Southland Corp., Pleasanton, CA
OTHER GROCERY STORES	na	8.0%	
TOTAL	244+	100.0%	

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na not available

* Included in "Other Grocery Stores" percents.

Market Area Covered:
Alameda and Contra Costa Counties

Rank in U.S. based on supermarket sales 1987: 23

	U.S.	PMSA Total	Central City Oakland
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 13,828	$ 2,281
Food Store Sales (mil.)	$ 321,934	$ 2,676	$ 428
% of total retail sales	20.8%	19.4%	18.8%
Supermarket Sales (mil.)	$ 302,727	$ 2,490	$ —
% of Food Store Sales	94.0%	93.0%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,258.50	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,978.4	360.9
Total # of Hslds. (thous.)	90,849.0	764.7	153.6
Population by Age of Hsld. Head			
Under 25 Years	6.5%	6.3%	— %
25 - 34 Years	22.8%	24.8%	— %
35 - 44 Years	20.7%	23.1%	— %
45 - 54 Years	14.8%	14.9%	— %
55 - 64 Years	14.6%	14.1%	— %
65 & Over	20.5%	16.7%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	26.5%	— %
Two	31.7%	32.8%	— %
Three	18.1%	17.7%	— %
Four	15.1%	14.2%	— %
Five	7.0%	5.9%	— %
Six & Over	3.8%	2.9%	— %
Average Household Size	2.70	2.59	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 34,414	$ 5,213
Per Capita EBI	$ 13,040	$ 17,395	$ 14,447
Median Household EBI	$ 25,888	$ 34,920	$ 23,028
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	13.2%	— %
$10,000-$24,999	30.8%	23.3%	— %
$25,000 & Over	51.6%	63.5%	— %
Projected EBI % change 1987/92	+49.9%	+49.5%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+39.0%	— %

24. DENVER, COLORADO (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		74.2%	
King Soopers (Kroger Co.)	50	45.8	Own, Denver, CO
Safeway	61	20.1	Own, Denver, CO
Albertson's	23	8.3	Own, Denver, CO
Grocery Warehouse	6	*	Albertson's, Denver, CO
LEADING INDEPENDENTS:		5.0%	
Cub Foods	2	5.0	Super Valu, Denver, CO
Nobel Marts	4	*	Own, Denver, CO
Sax Foods	3	*	na
LEADING CONVENIENCE STORES:			
PDQ	8	*	na
7-Eleven	113	*	McLane Western, Denver, CO
Shop 'n Go	19	*	na
Tenneco	13	*	na
U-Tote-M	26	*	na
OTHER GROCERY STORES	na	20.8%	
TOTAL	328+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

Market Area Covered:
Adams, Arapahoe, Denver, Douglas and Jefferson Counties

Rank in U.S. based on supermarket sales 1987: 24

	U.S.	PMSA Total	Central City Denver
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 11,751	$ 3,881
Food Store Sales (mil.)	$ 321,934	$ 2,460	$ 733
% of total retail sales	20.8%	20.9%	18.9
Supermarket Sales (mil.)	$ 302,727	$ 2,369	$ 689
% of Food Store Sales	94.0%	96.3%	94.0
Supermarket Sales per capita	$ 1,232.49	$ 1,413.60	$1,350.43
POPULATION 1987 TOTAL (thous.)	245,622.7	1,675.8	510.8
Total # of Hslds. (thous.)	90,849.0	670.3	233.9
Population by Age of Hsld. Head			
Under 25 Years	6.5%	7.8%	8.7%
25 - 34 Years	22.8%	29.4%	29.2%
35 - 44 Years	20.7%	23.3%	16.8%
45 - 54 Years	14.8%	14.4%	11.8%
55 - 64 Years	14.6%	11.9%	12.8%
65 & Over	20.5%	13.2%	20.5%
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	29.1%	40.7%
Two	31.7%	30.4%	30.8%
Three	18.1%	17.6%	13.4%
Four	15.1%	14.5%	9.0%
Five	7.0%	6.1%	4.0%
Six & Over	3.8%	2.5%	2.1%
Average Household Size	2.70	2.50	2.18
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 25,103	$ 7,281
Per Capita EBI	$ 13,040	$ 14,979	$ 14,254
Median Household EBI	$ 25,888	$ 30,505	$ 22,844
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	12.4%	19.6%
$10,000-$24,999	30.8%	28.1%	34.8%
$25,000 & Over	51.6%	59.5%	45.6%
Projected EBI % change 1987/92	+49.9%	+61.0%	49.3%
Projected average hsld. EBI % change 1987/92	+40.9%	+45.4%	44.0%

25. CLEVELAND, OHIO (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		52.4%	
Pick N Pay	43	27.0	Own Cleveland, OH
Fazio's/Fisher's/Carl's	20	18.0	Heritage Wholesalers, Bedford Heights, OH
Heinen's	10	5.0	Own, Warrensville Heights, OH
Stop'N Shop	10	5.0	American Seaway Foods, West Lake, OH
Eagle	27	4.0	American Seaway Foods, West Lake, OH
OTHER GROCERY STORES	na	41.0%	
TOTAL	110+	100.0%	

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na not available

* These figures are "in-house" estimates.

Market Area Covered:
Cuyahoga, Geauga, Lake and Medina Counties

Rank in U.S. based on supermarket sales 1987: 25

	U.S.	PMSA Total	Central City Cleveland
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 12,736	$ 2,811
Food Store Sales (mil.)	$ 321,934	$ 2,499	$ 626
% of total retail sales	20.8%	19.6%	22.3%
Supermarket Sales (mil.)	$ 302,727	$ 2,306	$ —
% of Food Store Sales	94.0%	92.3%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,251.40	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,842.7	534.4
Total # of Hslds. (thous.)	90,849.0	712.3	215.5
Population by Age of Hsld. Head			
Under 25 Years	6.5%	5.2%	— %
25 - 34 Years	22.8%	21.2%	— %
35 - 44 Years	20.7%	19.7%	— %
45 - 54 Years	14.8%	16.0%	— %
55 - 64 Years	14.6%	17.0%	— %
65 & Over	20.5%	20.9%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	26.9%	— %
Two	31.7%	30.5%	— %
Three	18.1%	17.7%	— %
Four	15.1%	14.2%	— %
Five	7.0%	7.1%	— %
Six & Over	3.8%	3.6%	— %
Average Household Size	2.70	2.59	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 25,242	$ 5,436
Per Capita EBI	$ 13,040	$ 13,699	$ 10,173
Median Household EBI	$ 25,888	$ 27,520	$ 18,245
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	17.5%	— %
$10,000-$24,999	30.8%	28.1%	— %
$25,000 & Over	51.6%	54.4%	— %
Projected EBI % change 1987/92	+49.9%	+43.9%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+42.8%	— %

26. MIAMI-HIALEAH, FLORIDA (PMSA)

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		78.0%	
Publix	38	33.0	Own, North Miami, FL
Winn Dixie/Kwik Chek	52	33.0	Own, Pompano, FL
Pantry Pride/Sun	19	8.0	Malone & Hyde, Miami, FL
Xtra	4	4.0	Malone & Hyde, Miami, FL
Sedanos	18	*	Assoc. Grocers, Hialeah, FL
Table Supply	2	*	Assoc. Grocers, Hialeah, FL
VOLUNTARY &/OR COOPERATIVE GROUPS:		15.0%	
Associated Grocers	195	9.0	Own, Hialeah, FL
Malone & Hyde	212	6.0	Own, Hialeah, FL
CONVENIENCE STORES:			
Circle K	83	*	Own, Lauderdale Lakes, FL
Food Spot	31	*	Assoc. Grocers, Hialeah, FL
7-Eleven	70	*	Own, Orlando, FL
Tom Thumb	19	*	Assoc. Grocers, Hialeah, FL
LEADING INDEPENDENTS:			
Buy Rite	2	*	Assoc. Grocers, Hialeah, FL
OTHER GROCERY STORES	na	7.0%	
TOTAL	745+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent

Note: Above information kindly provided by "The Miami Herald & News".

Market Area Covered:
Dade County

Rank in U.S. based on supermarket sales 1987: 26

	U.S.	PMSA Total	Central City Miami
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 14,751	$ 4,074
Food Store Sales (mil.)	$ 321,934	$ 2,465	$ 528
% of total retail sales	20.8%	16.7%	13.0%
Supermarket Sales (mil.)	$ 302,727	$ 2,246	$ —
% of Food Store Sales	94.0%	91.1%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,235.20	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,818.2	386.9
Total # of Hslds. (thous.)	90,849.0	695.6	152.3
Population by Age of Hsld. Head			
Under 25 Years	6.5%	4.5%	— %
25 - 34 Years	22.8%	18.4%	— %
35 - 44 Years	20.7%	20.2%	— %
45 - 54 Years	14.8%	16.2%	— %
55 - 64 Years	14.6%	15.1%	— %
65 & Over	20.5%	25.5%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	26.1%	— %
Two	31.7%	33.0%	— %
Three	18.1%	17.0%	— %
Four	15.1%	13.5%	— %
Five	7.0%	6.5%	— %
Six & Over	3.8%	4.0%	— %
Average Household Size	2.70	2.61	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 23,631	$ 4,039
Per Capita EBI	$ 13,040	$ 12,997	$ 10,439
Median Household EBI	$ 25,888	$ 24,260	$ 17,818
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	20.4%	— %
$10,000-$24,999	30.8%	31.0%	— %
$25,000 & Over	51.6%	48.7%	— %
Projected EBI % change 1987/92	+49.9%	+51.0%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+39.4%	— %

27. SAN FRANCISCO, CALIFORNIA (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		78.0%	
Safeway	46	45.0	Own, Fremont, CA
Lucky	15	11.0	Own, San Leandro, CA
Cala/QFI	21	8.0	Fleming Foods, Fremont, CA
Petrini's	7	5.0	Own, San Francisco, CA
Alpha Beta	7	4.0	Fleming, Fremont, CA
Military	3	3.0	Buy Direct
Albertson's	3	2.0	Fleming Foods, Fremont, CA
OTHER GROCERY STORES	na	22.0%	
TOTAL	102+	100.0%	

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na not available

* These figures are in-house estimates.

Market Area Covered:
Marin, San Francisco and San Mateo Counties

Rank in U.S. based on supermarket sales 1987: 27

	U.S.	PMSA Total	Central City San Francisco
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 14,886	$ 7,330
Food Store Sales (mil.)	$ 321,934	$ 2,625	$ 1,178
% of total retail sales	20.8%	17.6%	16.1%
Supermarket Sales (mil.)	$ 302,727	$ 2,237	$ 894
% of Food Store Sales	94.0%	85.2%	75.9%
Supermarket Sales per capita	$ I,232.49	$ 1,401.80	$1,195.18
POPULATION 1987 TOTAL (thous.)	245,622.7	1,595.8	748.0
Total # of Hslds. (thous.)	90,849.0	670.3	332.7
Population by Age of Hsld. Head			
Under 25 Years	6.5%	4.9%	5.1%
25 - 34 Years	22.8%	24.6%	25.8%
35 - 44 Years	20.7%	21.7%	19.3%
45 - 54 Years	14.8%	14.6%	13.1%
55 - 64 Years	14.6%	14.5%	13.6%
65 & Over	20.5%	19.8%	23.1%
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	33.9%	40.4%
Two	31.7%	33.0%	21.8%
Three	18.1%	15.0%	12.9%
Four	15.1%	10.6%	8.0%
Five	7.0%	4.7%	3.9%
Six & Over	3.8%	2.8%	3.1%
Average Household Size	2.70	2.38	2.25
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 31,681	$ 14,067
Per Capita EBI	$ 13,040	$ 19,853	$ 18,806
Median Household EBI	$ 25,888	$ 34,648	$ 28,900
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	12.1%	16.1%
$10,000-$24,999	30.8%	24.2%	27.5%
$25,000 & Over	51.6%	63.7%	56.4%
Projected EBI % change 1987/92	+49.9%	+46.2%	50.0%
Projected average hsld. EBI % change 1987/92	+40.9%	+39.4%	+41.1%

28. NEW ORLEANS, LOUISIANA (MSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		81.0%	
Schwegmann Bros.	13	25.0	Own, New Orleans, LA
Winn-Dixie	36	25.0	Own, New Orleans, LA
National	19	14.0	Own, Harahan, LA
A&P	15	9.0	Own, New Orleans, LA
Delchamps, Inc.	13	7.0	Own, Mobile, AL
Military	1	1.0	Buy Direct
OTHER GROCERY STORES	na	19.0%	
TOTAL	97+	100.0%	

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na not available

* These figures are "in-house" estimates.

Market Area Covered:
Jefferson, Orleans, St. Bernard, St. Charles, St. John the Baptist and St. Tammany Parishes

Rank in U.S. based on supermarket sales 1987: 28

	U.S.	MSA Total	Central City New Orleans
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 8,852	$ 3,584
Food Store Sales (mil.)	$ 321,934	$ 2,227	$ 858
% of total retail sales	20.8%	25.1%	23.9%
Supermarket Sales (mil.)	$ 302,727	$ 2,137	$ —
% of Food Store Sales	94.0%	96.0%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,597.87	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,337.4	557.7
Total # of Hslds. (thous.)	90,849.0	492.0	214.5
Population by Age of Hsld. Head			
Under 25 Years	6.5%	7.0%	— %
25 - 34 Years	22.8%	25.9%	— %
35 - 44 Years	20.7%	21.5%	— %
45 - 54 Years	14.8%	15.0%	— %
55 - 64 Years	14.6%	13.8%	— %
65 & Over	20.5%	16.8%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	25.4%	— %
Two	31.7%	28.5%	— %
Three	18.1%	18.8%	— %
Four	15.1%	14.8%	— %
Five	7.0%	7.5%	— %
Six & Over	3.8%	4.9%	— %
Average Household Size	2.70	2.72	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 14,701	$ 5,567
Per Capita EBI	$ 13,040	$ 10,992	$ 9,982
Median Household EBI	$ 25,888	$ 22,387	$ 16,465
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	23.3%	— %
$10,000-$24,999	30.8%	31.3%	— %
$25,000 & Over	51.6%	45.4%	— %
Projected EBI % change 1987/92	+49.9%	+55.0%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+47.9%	— %

29. BERGEN-PASSAIC, NEW JERSEY (Paterson-Clifton-Passaic) (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		78.0%	
A&P	27	20.0	Own, Montvale, NJ
Inserra	12	16.0	Own, Mahwak, NJ
Grand Union	24	14.0	Own, Wayne, NJ
Pathmark	10	13.0	Supermarket General Corp., Woodbridge, NJ
Foodtown/Mayfair Foodtown	11	6.0	Twin County Grocers Inc.,
Kings	4	5.0	White Rose Food Corp., West Caldwell, NJ
Acme	6	4.0	American Stores Co., Whippany, NJ
OTHER GROCERY STORES	na	22.0%	
TOTAL	94+	100.0%	

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na not available

* These figures are "in-house" estimates.

Market Area Covered:
Bergen and Passaic Counties

Rank in U.S. based on supermarket sales 1987: 29

	U.S.	PMSA Total	Central City Paterson
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 11,217	$ 518
Food Store Sales (mil.)	$ 321,934	$ 2,216	$ 111
% of total retail sales	20.8%	19.8%	21.4%
Supermarket Sales (mil.)	$ 302,727	$ 1,991	$ —
% of Food Store Sales	94.0%	89.8%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,528.20	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,302.8	139.0
Total # of Hslds. (thous.)	90,849.0	483.5	48.9
Population by Age of Hsld. Head			
Under 25 Years	6.5%	30.4%	— %
25 - 34 Years	22.8%	18.6%	— %
35 - 44 Years	20.7%	21.0%	— %
45 - 54 Years	14.8%	17.7%	— %
55 - 64 Years	14.6%	18.3%	— %
65 & Over	20.5%	21.4%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	22.8%	— %
Two	31.7%	30.7%	— %
Three	18.1%	19.1%	— %
Four	15.1%	16.0%	— %
Five	7.0%	7.8%	— %
Six & Over	3.8%	3.6%	— %
Average Household Size	2.70	2.69	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 24,463	$ 1,452
Per Capita EBI	$ 13,040	$ 18,777	$ 10,446
Median Household EBI	$ 25,888	$ 38,147	$ 20,761
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	10.7%	— %
$10,000-$24,999	30.8%	21.3%	— %
$25,000 & Over	51.6%	68.0%	— %
Projected EBI % change 1987/92	+49.9%	+44.0%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+39.8%	— %

30. KANSAS CITY, MISSOURI-KANSAS (MSA)

	Kansas City, MO		
	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		25.7%	
Safeway/Food Barn	35	21.8	Safeway, Kansas City, MO
Aldi	13	3.9	Own, Wright City, MO
VOLUNTARY &/OR COOPERATIVE GROUPS:		48.8%	
Price Chopper	15	19.3	Assoc. Wholesale Grocers, Springfield, MO
Foodland	11	12.9	Wetterau, Hazelwood, MO
United Super	36	10.9	Fleming Co., Kansas City, MO
Thriftway	25	5.7	Assoc. Wholesale Grocers, Springfield, MO
LEADING INDEPENDENTS:		10.6%	
Hen House	2	4.1	Assoc. Wholesale Grocers, Springfield, MO
Payless	5	2.3	Assoc. Wholesale Grocers, Springfield, MO
Food For Less	3	1.8	Fleming Co., Kansas City, MO
Dahl's Super Foods	3	1.5	Assoc. Wholesale Grocers, Springfield, MO
Dillons	3	0.9	Own, Hutchinson, KS
LEADING CONVENIENCE STORES:		14.9%	
7-Eleven	70		Own, Rolling Meadows, IL
Quick Trip	64	14.9	Assoc. Wholesale Grocers, Springfield, MO
Circle K	32		Own, Tulsa, OK
TOTAL	317	100.0%	

Note: Above information kindly provided by "The Kansas City Star Company.

	Kansas City, KS		
		*	
LEADING STORES:		10.3%	
Price Chopper	2	2.6	Balls' Super Food Stores, Kansas City, KS
Ball's	4	2.5	Own, Kansas City, KS
Safeway/Food Barn	6	2.5	Safeway Stores, Inc., Kansas City, MO
Thriftway	5	1.0	Assoc. Wholesale Grocers I, Springfield, MO
United Super	3	.9	Fleming Foods Co., Kansas City, MO
Milgram's	6	.6	Wetterau Food Dist. Group, Kansas City, MO
Aldi	1	.2	Own, Olathe, KS
OTHER GROCERY STORES	na	89.7%	
TOTAL	27+	100.0%	

na not available
* These figures are estimates only.

Market Area Covered:
Cass, Clay, Jackson, Lafayette, Platte and Ray Counties, MO
Johnson, Leavenworth, Miami and Wyandothe Counties, KS

Rank in U.S. based on supermarket sales 1987: 30

	U.S.	MSA Total	Central City Kansas City (MO-KS)
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 11,016	$ 4,637
Food Store Sales (mil.)	$ 321,934	$ 1,993	$ 784
% of total retail sales	20.8%	18.1%	16.9%
Supermarket Sales (mil.)	$ 302,727	$ 1,924	$ —
% of Food Store Sales	94.0%	96.5%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,247.16	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,542.7	608.4
Total # of Hslds. (thous.)	90,849.0	585.0	239.6
Population by Age of Hsld. Head			
Under 25 Years	6.5%	6.8%	— %
25 - 34 Years	22.8%	24.0%	— %
35 - 44 Years	20.7%	21.5%	— %
45 - 54 Years	14.8%	15.1%	— %
55 - 64 Years	14.6%	14.0%	— %
65 & Over	20.5%	18.7%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	24.4%	— %
Two	31.7%	32.4%	— %
Three	18.1%	18.3%	— %
Four	15.1%	15.4%	— %
Five	7.0%	6.4%	— %
Six & Over	3.8%	3.0%	— %
Average Household Size	2.70	2.64	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 22,404	$ 7,937
Per Capita EBI	$ 13,040	$ 14,522	$ 13,045
Median Household EBI	$ 25,888	$ 29,722	$ 24,598
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	14.1%	— %
$10,000-$24,999	30.8%	27.9%	— %
$25,000 & Over	51.6%	57.9%	— %
Projected EBI % change 1987/92	+49.9%	+50.5%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+42.4%	— %

31. SACRAMENTO, CALIFORNIA (MSA)

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		81.0%	
Lucky	29	25.0	Own, San Leandro, CA
Raley's	17	21.0	Fleming Foods, Sacramento, CA
Safeway	15	11.0	Own, Sacramento, CA
Bel Air	9	9.0	Gergro, Stockton, CA
Pak N'Save	3	7.0	Own, Milpitas, CA
Albertson's	13	6.0	Fleming Foods, Fremont, CA
Jumbo	7	2.0	Fleming Foods, Fremont, CA
OTHER GROCERY STORES	na	19.0%	
TOTAL	93+	100.0%	

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na not available

Note: Above information kindly provided by "The Sacramento Bee".

Market Area Covered:
Eldorado, Placer, Sacramento and Yolo Counties

Rank in U.S. based on supermarket sales 1987: 31

	U.S.	MSA Total	Central City Sacramento
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 9,145	$ 2,612
Food Store Sales (mil.)	$ 321,934	$ 1,961	$ 535
% of total retail sales	20.8%	21.4%	20.5%
Supermarket Sales (mil.)	$ 302,727	$ 1,878	$ —
% of Food Store Sales	94.0%	95.8%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,386.38	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,354.6	340.6
Total # of Hslds. (thous.)	90,849.0	525.8	143.7
Population by Age of Hsld. Head			
Under 25 Years	6.5%	8.2%	— %
25 - 34 Years	22.8%	25.3%	— %
35 - 44 Years	20.7%	21.0%	— %
45 - 54 Years	14.8%	14.9%	— %
55 - 64 Years	14.6%	14.2%	— %
65 & Over	20.5%	16.6%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	25.9%	— %
Two	31.7%	33.9%	— %
Three	18.1%	18.0%	— %
Four	15.1%	14.1%	— %
Five	7.0%	5.6%	— %
Six & Over	3.8%	2.5%	— %
Average Household Size	2.70	2.58	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 20,071	$ 4,967
Per Capita EBI	$ 13,040	$ 14,817	$ 14,583
Median Household EBI	$ 25,888	$ 28,810	$ 24,501
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	14.6%	— %
$10,000-$24,999	30.8%	29.4%	— %
$25,000 & Over	51.6%	56.0%	— %
Projected EBI % change 1987/92	+49.9%	+55.0%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+36.8%	— %

32. SAN ANTONIO, TEXAS (MSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		85.6%	
H.E.B.	36/35	52.0	Own, Corpus Christi, TX
Kroger	14/13	15.1	Own, Houston, TX
Handy Andy	20	11.1	Sweeney & Co., San Antonio, TX
Albertson's	7/8	7.4	Fleming Co., San Antonio, TX
LEADING INDEPENDENTS:		1.6%	
Warehouse Groceries	14/3	1.6	Own, San Antonio, TX
OTHER GROCERY STORES	na	12.8%	
TOTAL	91+/79+	100.0%	

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na not available

*Above information provided by two separate sources. There is agreement on the stores % of Market Share, but there is a discrepency in the # of Stores figures. Therefore both sets of figures are presented. Please use # of Stores figures with caution.

Note: Above information kindly provided by "San Antonio Light" and another source who prefers to remain annonymous.

Market Area Covered:
Bexar, Comal, and Guadalupe Counties

Rank in U.S. based on supermarket sales 1987: 32

	U.S.	MSA Total	Central City San Antonio
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 7,172	$ 6,107
Food Store Sales (mil.)	$ 321,934	$ 1,893	$ 1,608
% of total retail sales	20.8%	26.4%	26.3%
Supermarket Sales (mil.)	$ 302,727	$ 1,838	$ —
% of Food Store Sales	94.0%	97.0%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,445.53	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,271.5	958.6
Total # of Hslds. (thous.)	90,849.0	430.3	326.1
Population by Age of Hsld. Head			
Under 25 Years	6.5%	6.8%	— %
25 - 34 Years	22.8%	24.5%	— %
35 - 44 Years	20.7%	21.2%	— %
45 - 54 Years	14.8%	15.3%	— %
55 - 64 Years	14.6%	14.3%	— %
65 & Over	20.5%	17.8%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	20.3%	— %
Two	31.7%	29.4%	— %
Three	18.1%	18.5%	— %
Four	15.1%	16.8%	— %
Five	7.0%	8.7%	— %
Six & Over	3.8%	6.1%	— %
Average Household Size	2.70	2.95	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 13,631	$ 9,439
Per Capita EBI	$ 13,040	$ 10,720	$ 9,840
Median Household EBI	$ 25,888	$ 22,879	$ 21,026
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	20.0%	— %
$10,000-$24,999	30.8%	34.1%	— %
$25,000 & Over	51.6%	45.9%	— %
Projected EBI % change 1987/92	+49.9%	+61.9%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+48.2%	— %

33. FORT WORTH-ARLINGTON, TEXAS (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		62.0%	
Kroger	17	19.0	Own, Irving, TX
Winn Dixie	37	19.0	Own, Forth Worth, TX
Tom Thumb	7	10.0	Own, Dallas, TX
Minyard/Sack N Sav	12	9.0	Minyards, Coppell, TX
Albertson's	3	5.0	Own, San Antonio, TX
OTHER GROCERY STORES	na	38.0%	
TOTAL	76+	100.0%	

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na not available

* These figures are "in-house" estimates.

Market Area Covered:
Johnson, Parker and Tarrant Counties

Rank in U.S. based on supermarket sales 1987: 33

		PMSA	Central Cities	
	U.S.	Total	Ft. Worth	Arlington
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 8,407	$ 3,580	$ 1,854
Food Store Sales (mil.)	$ 321,934	$ 1,889	$ 674	$ 405
% of total retail sales	20.8%	22.5%	18.8%	21.8%
Supermarket Sales (mil.)	$ 302,727	$ 1,805	$ —	$ —
% of Food Store Sales	94.0%	95.6%	— %	—
Supermarket Sales per capita	$ 1,232.49	$ 1,436.64	$ —	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,256.4	448.1	247.7
Total # of Hslds. (thous.)	90,849.0	462.7	172.4	93.2
Population by Age of Hsld. Head				
Under 25 Years	6.5%	8.2%	— %	— %
25 - 34 Years	22.8%	24.9%	— %	— %
35 - 44 Years	20.7%	22.5%	— %	— %
45 - 54 Years	14.8%	15.3%	— %	— %
55 - 64 Years	14.6%	13.2%	— %	— %
65 & Over	20.5%	15.9%	— %	— %
Number of Persons per Hsld.				
% by # of persons per hsld.				
One	24.1%	21.0%	— %	— %
Two	31.7%	33.1%	— %	— %
Three	18.1%	19.5%	— %	— %
Four	15.1%	16.4%	— %	— %
Five	7.0%	6.8%	— %	— %
Six & Over	3.8%	3.2%	— %	— %
Average Household Size	2.70	2.72	—	—
INCOME 1987				
Net EBI (mil.)	$3,202,847	$ 17,053	$ 5,701	$ 3,780
Per Capita EBI	$ 13,040	$ 13,573	$ 12,723	$ 15,260
Median Household EBI	$ 25,888	$ 28,625	$ 23,337	$ 32,825
Household by EBI Groups				
% Distribution				
Under $10,000	17.6%	14.5%	— %	— %
$10,000-$24,999	30.8%	29.1%	— %	— %
$25,000 & Over	51.6%	56.4%	— %	— %
Projected EBI % change 1987/92	+49.9%	+70.7%	— %	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+48.8%	— %	— %

34. SAN JOSE, CALIFORNIA (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		74.0%	
Safeway	32	22.0	Own, Fremont, CA
Alpha Beta	26	17.0	Own, Milpitas, CA
Lucky	23	17.0	Own, San Leandro, CA
Fry's	10	8.0	Certified Grocers, Los Angeles, CA
Nob Hill	9	6.0	Fleming Foods, San Leandro, CA
P.W. Super	6	3.0	United Grocers, Richmond, CA
7-Eleven (C	98	1.0	United Grocers, Cupertino, CA
Stop'N Go (C)	16	*	United Grocers, Richmond, CA
Pak-n-Save	3	*	Safeway, Fremont, CA
LEADING INDEPENDENTS:		6.0%	
H & S Food Villa	4	3.0	United Grocers, Richmond, CA
Micalis Food Villa	4	3.0	United Grocers, Richmond, CA
Consentino	2	*	Own
Co-op Supermarkets	2	*	United Grocers, San Jose, CA
Lunardis	3	*	na
OTHER GROCERY STORES	na	20.0%	
TOTAL	238+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by "The San Jose Mercury News".

Market Area Covered:
Santa Clara County

Rank in U.S. based on supermarket sales 1987: 34

	U.S.	PMSA Total	Central City San Jose
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 10,722	$ 4,687
Food Store Sales (mil.)	$ 321,934	$ 1,880	$ 908
% of total retail sales	20.8%	17.5%	19.4%
Supermarket Sales (mil.)	$ 302,727	$ 1,766	$ —
% of Food Store Sales	94.0%	93.9%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,241.21	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,422.8	727.7
Total # of Hslds. (thous.)	90,849.0	502.9	243.5
Population by Age of Hsld. Head			
Under 25 Years	6.5%	7.1%	— %
25 - 34 Years	22.8%	26.7%	— %
35 - 44 Years	20.7%	25.3%	— %
45 - 54 Years	14.8%	15.8%	— %
55 - 64 Years	14.6%	12.6%	— %
65 & Over	20.5%	12.6%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	22.7%	— %
Two	31.7%	31.5%	— %
Three	18.1%	18.6%	— %
Four	15.1%	16.2%	— %
Five	7.0%	7.1%	— %
Six & Over	3.8%	3.8%	— %
Average Household Size	2.70	2.83	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 26,137	$ 11,959
Per Capita EBI	$ 13,040	$ 18,370	$ 16,433
Median Household EBI	$ 25,888	$ 41,748	$ 40,978
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	7.9%	— %
$10,000-$24,999	30.8%	19.3%	— %
$25,000 & Over	51.6%	72.8%	— %
Projected EBI % change 1987/92	+49.9%	+47.1%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+40.0%	— %

35. CINCINNATI, OHIO-KENTUCKY-INDIANA (PMSA)

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		68.0%	
Kroger	47	43.8	Own, Cincinnati, OH
Thriftway	17	18.6	Own, Cincinnati, OH
Bigg's	1	3.1	na
Marsh's	2	2.5	Own, Yorktown, IN
Convenience Food Mart	43	*	na
Food Mart	1	*	na
King Kwik	104	*	na
Stop'N Go	11	*	na
Super Valu	7	*	na
United Dairy Farmers	82	*	na
White Villa	27	*	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		17.8%	
IGA	51	17.8	Super Food Services, Bellefontaine, OH
U-Tote-M	19	*	na
OTHER GROCERY STORES	na	14.2%	
TOTAL	412+	100.0%	

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na not available

[1] According to our source, Cincinnati experienced no changes since last year.

* Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by "The Cincinnati Enquirer".

Market Area Covered:
Clermont, Hamilton and Warren Counties, OH
Boone, Campbell and Kenton Counties, KY
Dearborn County, IN

Rank in U.S. based on supermarket sales 1987: 35

	U.S.	PMSA Total	Central City Cincinnati
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 9,514	$ 2,587
Food Store Sales (mil.)	$ 321,934	$ 1,943	$ 474
% of total retail sales	20.8%	20.4%	13.2%
Supermarket Sales (mil.)	$ 302,727	$ 1,735	$ —
% of Food Store Sales	94.0%	89.3%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,218.74	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,423.6	371.8
Total # of Hslds. (thous.)	90,849.0	534.9	161.5
Population by Age of Hsld. Head			
Under 25 Years	6.5%	6.8%	— %
25 - 34 Years	22.8%	23.2%	— %
35 - 44 Years	20.7%	20.1%	— %
45 - 54 Years	14.8%	15.5%	— %
55 - 64 Years	14.6%	14.6%	— %
65 & Over	20.5%	19.8%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	26.0%	— %
Two	31.7%	29.6%	— %
Three	18.1%	18.2%	— %
Four	15.1%	14.9%	— %
Five	7.0%	7.3%	— %
Six & Over	3.8%	4.0%	— %
Average Household Size	2.70	2.66	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 19,227	$ 4,755
Per Capita EBI	$ 13,040	$ 13,506	$ 12,789
Median Household EBI	$ 25,888	$ 27,575	$ 20,130
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	16.7%	— %
$10,000-$24,999	30.8%	28.8%	— %
$25,000 & Over	51.6%	54.5%	— %
Projected EBI % change 1987/92	+49.9%	+51.7%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+47.7%	— %

36. MILWAUKEE, WISCONSIN (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		63.0%	
Kohls	38	24.0	A&P, Milwaukee, WI
Sentry	21	14.0	Godfrey, Waukesha, WI
Pick 'N Save	14	12.0	Roundy's, Milwaukee, WI
Cub Foods	2	5.0	Super Valu, Stillwater, MN
Town & Country	6	5.0	Super Valu,. West Allis, WI
Piggly Wiggly/Sav-U Stores	9	3.0	Schultz Sav-O-Stores, Sheboygan, WI
OTHER GROCERY STORES	na	37.0%	
TOTAL	90+	100.0%	

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na not available

* These figures are "in-house" estimates

Market Area Covered:
Milwaukee, Ozaukee, Washington and Waukesha Counties

Rank in U.S. based on supermarket sales 1987: 36

	U.S.	PMSA Total	Central City Milwaukee
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 8,470	$ 3,224
Food Store Sales (mil.)	$ 321,934	$ 1,779	$ 737
% of total retail sales	20.8%	21.0%	22.9%
Supermarket Sales (mil.)	$ 302,727	$ 1,666	$ —
% of Food Store Sales	94.0%	93.6%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,197.78	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,390.9	605.0
Total # of Hslds. (thous.)	90,849.0	529.4	246.1
Population by Age of Hsld. Head			
Under 25 Years	6.5%	6.8%	— %
25 - 34 Years	22.8%	23.7%	— %
35 - 44 Years	20.7%	20.0%	— %
45 - 54 Years	14.8%	15.4%	— %
55 - 64 Years	14.6%	14.5%	— %
65 & Over	20.5%	19.6%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	26.4%	— %
Two	31.7%	30.4%	— %
Three	18.1%	17.6%	— %
Four	15.1%	14.8%	— %
Five	7.0%	7.2%	— %
Six & Over	3.8%	3.6%	— %
Average Household Size	2.70	2.63	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 19,741	$ 7,495
Per Capita EBI	$ 13,040	$ 14,193	$ 12,388
Median Household EBI	$ 25,888	$ 29,668	$ 23,462
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	13.6%	— %
$10,000-$24,999	30.8%	28.0%	— %
$25,000 & Over	51.6%	58.4%	— %
Projected EBI % change 1987/92	+49.9%	+46.7%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+44.5%	— %

37. CHARLOTTE-GASTONIA-ROCK HILL, NORTH CAROLINA-SOUTH CAROLINA (MSA)

CHARLOTTE

LEADING CHAINS:		92.0%	
Harris-Teeter	21	26.5	Own, Charlotte, NC
Food Lion	21	26.5	Own, Salisbury, NC
Winn Dixie	10	18.0	Own, Charlotte, NC
Kroger Sav-On	11	15.0	Own, Charlotte, NC
A&P	8	6.0	Own, Charlotte, NC
Bi-Lo*	*	*	Own, Greenville, SC
VOLUNTARY &/OR COOPERATIVE GROUPS:		2.0%	
Giant Genie	3	1.0	Assoc. Groc. Mutual of Carolina, Charlotte, NC
Park 'N Shop	2	1.0	Assoc. Groc. Mutual of Carolina, Charlotte, NC
OTHER GROCERY STORES	na	6.0%	
TOTAL	76+	100.0%	

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na not available

* Bi-Lo has temporarily left the Charlotte market. Therefore no information is available at this time.

GASTONIA - ROCK HILL

LEADING CHAINS:		*	
A&P	3		Own, Charlotte, NC
Bi Lo Inc.	4		Own, Mauldin, SC
Food Lion	11		Own, Salisbury, NC
Harris-Teeter	6		Own, Charlotte, NC
Kroger	2		Own, Charolotte, NC
Winn-Dixie	13		Own, Charolotte, NC
OTHER GROCERY STORES	na		
TOTAL	39+	*	

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na not available

* Share of Market Data is unobtainable.

Note: All of the above information kindly provided by "The Charlotte Observer".

Market Area Covered:
Cabarrus, Gaston, Lincoln, Mecklenburg, Rowan and Union Counties, NC
York County, SC

Rank in U.S. based on supermarket sales 1987: 37

	U.S.	MSA Total	Central City Charlotte
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 7,354	$ 3,517
Food Store Sales (mil.)	$ 321,934	$ 1,644	$ 518
% of total retail sales	20.8%	22.4%	14.7%
Supermarket Sales (mil.)	$ 302,727	$ 1,607	$ —
% of Food Store Sales	94.0%	97.7%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,476.88	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,088.1	375.0
Total # of Hslds. (thous.)	90,849.0	407.5	150.0
Population by Age of Hsld. Head			
Under 25 Years	6.5%	6.0%	— %
25 - 34 Years	22.8%	23.8%	— %
35 - 44 Years	20.7%	22.4%	— %
45 - 54 Years	14.8%	15.8%	— %
55 - 64 Years	14.6%	14.4%	— %
65 & Over	20.5%	17.6%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	23.0%	— %
Two	31.7%	31.2%	— %
Three	18.1%	20.1%	— %
Four	15.1%	15.9%	— %
Five	7.0%	6.6%	— %
Six & Over	3.8%	3.2%	— %
Average Household Size	2.70	2.67	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 13,437	$ 5,157
Per Capita EBI	$ 13,040	$ 12,350	$ 13,752
Median Household EBI	$ 25,888	$ 25,437	$ 25,494
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	15.7%	— %
$10,000-$24,999	30.8%	33.4%	— %
$25,000 & Over	51.6%	50.9%	— %
Projected EBI % change 1987/92	+49.9%	+56.9%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+42.8%	— %

38. COLUMBUS, OHIO (MSA)

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		81.0%	
Kroger	93	38.0	Own, Columbus, OH
Big Bear	34	31.0	Own, Columbus, OH
Meijer	4	7.0	Own, Grand Rapids, MI
Cub Foods	2	5.0	Super Valu, Xenia, OH
Cardinal Food Stores	37	*	Own, Columbus, OH
Food World	3	*	Seaway, Cleveland, OH
Gateway	3	*	Wetterau, Columbus, OH
VOLUNTARY &/OR COOP GROUPS:			
IGA (Super Food Services)	30	*	Own, Bellefontaine, OH
Super Duper	21	*	Own, S.M. Flickinger Co., Columbus, OH
LEADING CONVENIENCE STORES:			
Convenient	22	*	Super Food Services, Cincinnati, OH
Lawson's	43	*	Own, Cuyahoga Heights, OH
OTHER GROCERY STORES	na	19.0%	
TOTAL	292+	100.0%	

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na not available
* Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by "The Columbus Dispatch".

Market Area Covered:
Delaware, Fairfield, Franklin, Licking, Madison, Pickaway and Union Counties

Rank in U.S. based on supermarket sales 1987: 38

	U.S.	MSA Total	Central City Columbus
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 8,959	$ 4,714
Food Store Sales (mil.)	$ 321,934	$ 1,644	$ 723
% of total retail sales	20.8%	18.4%	15.3%
Supermarket Sales (mil.)	$ 302,727	$ 1,569	$ —
% of Food Store Sales	94.0%	95.4%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,193.88	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,314.2	575.2
Total # of Hslds. (thous.)	90,849.0	504.1	236.6
Population by Age of Hsld. Head			
Under 25 Years	6.5%	8.7%	— %
25 - 34 Years	22.8%	25.7%	— %
35 - 44 Years	20.7%	21.0%	— %
45 - 54 Years	14.8%	14.9%	— %
55 - 64 Years	14.6%	13.2%	— %
65 & Over	20.5%	16.4%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	27.3%	— %
Two	31.7%	30.4%	— %
Three	18.1%	18.1%	— %
Four	15.1%	14.8%	— %
Five	7.0%	6.6%	— %
Six & Over	3.8%	2.9%	— %
Average Household Size	2.70	2.61	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 17,063	$ 7,104
Per Capita EBI	$ 13,040	$ 12,983	$ 12,350
Median Household EBI	$ 25,888	$ 25,789	$ 22,343
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	16.7%	— %
$10,000-$24,999	30.8%	31.7%	— %
$25,000 & Over	51.6%	51.5%	— %
Projected EBI % change 1987/92	+49.9%	+53.5%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+45.7%	— %

39. HARTFORD, CONNECTICUT (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		58.0%	
Stop & Shop	15	15.0	Own, North Quincy, CT
Mott's ShopRite	9	12.0	Wakefern Food, Hartford, CT
Waldbaum's	13	12.0	C&S Wholesale, Holyoke, MA
Edwards	4	8.0	First National, Windsor Lake, CT
First National	16	8.0	Own, Windsor Lake, CT
A&P	8	3.0	Own, Springfield, MA
OTHER GROCERY STORES	na	42.0%	
TOTAL	65+	100.0%	

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na not available

* These figures are "in-house" estimates.

Market Area Covered:
Parts of Hartford, Litchfield, Middlesex, New London and Tolland Counties

Rank in U.S. based on supermarket sales 1987: 39

	U.S.	CMSA* Total	Central City Hartford
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 8,680	$ 863
Food Store Sales (mil.)	$ 321,934	$ 1,659	$ 111
% of total retail sales	20.8%	19.1%	12.9%
Supermarket Sales (mil.)	$ 302,727	$ 1,562	$ —
% of Food Store Sales	94.0%	94.2%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,414.47	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,104.3	139.4
Total # of Hslds. (thous.)	90,849.0	409.4	54.6
Population by Age of Hsld. Head			
Under 25 Years	6.5%	5.2%	— %
25 - 34 Years	22.8%	22.0%	— %
35 - 44 Years	20.7%	21.4%	— %
45 - 54 Years	14.8%	15.7%	— %
55 - 64 Years	14.6%	16.0%	— %
65 & Over	20.5%	19.7%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	23.7%	— %
Two	31.7%	31.8%	— %
Three	18.1%	18.3%	— %
Four	15.1%	15.9%	— %
Five	7.0%	7.3%	— %
Six & Over	3.8%	3.1%	— %
Average Household Size	2.70	2.70	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 18,587	$ 1,628
Per Capita EBI	$ 13,040	$ 16,831	$ 11,679
Median Household EBI	$ 25,888	$ 35,784	$ 20,494
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	10.4%	— %
$10,000-$24,999	30.8%	22.9%	— %
$25,000 & Over	51.6%	66.5%	— %
Projected EBI % change 1987/92	+49.9%	+45.3%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+37.9%	— %

* These figures based on the Consolidated Metropolitan Statistical area made up of: Hartford--New Britain--Middletown--Bristol, CT

40. MIDDLESEX-SOMERSET-HUNTERDON (New Brunswick-Perth Amboy-Sayerville) (PMSA)

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		46.0%	
Pathmark	15	17.0	Supermarkets General Corp. Woodbridge, NJ
A&P	25	11.0	Own, Edison, NJ
Grand Union	10	11.0	Own, Wayne, NJ
Acme	11	7.0	American Stores Co., Whippany, NJ
VOLUNTARY &/OR COOP GROUPS:		26.0%	
Mayfair/Foodtown	21	19.0	Twin County Grocers, Edison, NJ
ShopRite	23	7.0	Wakefern Food Corp., Elizabeth, NJ
OTHER GROCERY STORES	na	28.0%	
TOTAL	105+	100.0%	

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na not available

* These figures are "in-house" estimates.

Note: Store names, number of stores and principal suppliers kindly provided by "The Central New Jersey Home News".

Market Area Covered:
Hunterdon, Middlesex, Somerset Counties

Rank in U.S. based on supermarket sales 1987: 40

	U.S.	PMSA Total	Central Cities New Brunswick	Perth Amboy
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 7,538	$ 270.0	$ 220.7
Food Store Sales (mil.)	$ 321,934	$ 1,656	$ 16,687	$ 55,887
% of total retail sales	20.8%	2.0%	6.2%	25.3%
Supermarket Sales (mil.)	$ 302,727	$ 1,529	$ —	$ —
% of Food Store Sales	94.0%	92.3%	— %	—
Supermarket Sales per capita	$ 1,232.49	$ 1,588.73	$ —	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	962.4	42.1	38.5
Total # of Hslds. (thous.)	90,849.0	340.2	14.6	14.5
Population by Age of Hsld. Head				
Under 25 Years	6.5%	3.9%	— %	— %
25 - 34 Years	22.8%	21.5%	— %	— %
35 - 44 Years	20.7%	23.5%	— %	— %
45 - 54 Years	14.8%	18.3%	— %	— %
55 - 64 Years	14.6%	16.8%	— %	— %
65 & Over	20.5%	15.9%	— %	— %
Number of Persons per Hsld.				
% by # of persons per hsld.				
One	24.1%	21.0%	— %	— %
Two	31.7%	29.4%	— %	— %
Three	18.1%	19.8%	— %	— %
Four	15.1%	17.6%	— %	— %
Five	7.0%	8.5%	— %	— %
Six & Over	3.8%	3.8%	— %	— %
Average Household Size	2.70	2.83	—	—
INCOME 1987				
Net EBI (mil.)	$3,202,847	$ 17,687	$ 525.9	$ 503.3
Per Capita EBI	$ 13,040	$ 18,379	$ 12,491	$ 13,072
Median Household EBI	$ 25,888	$ 41,378	$ 23,638	$ 25,033
Household by EBI Groups				
% Distribution				
Under $10,000	17.6%	8.0%	— %	— %
$10,000-$24,999	30.8%	18.4%	— %	— %
$25,000 & Over	51.6%	73.6%	— %	— %
Projected EBI % change 1987/92	+49.9%	+50.2%	— %	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+39.6%	— %	— %

41. FORT LAUDERDALE-HOLLYWOOD-POMPANO BEACH, FLORIDA (PMSA)

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		93.0%	
Winn-Dixie	47	35.0	Own, Pompano Beach, FL
Publix	38	33.0	Own, Miami, FL
Albertson's	9	10.0	Super Food Services, Orlando, FL
Pantry Pride/Sun	9	6.0	Malone & Hyde Inc., Miami, FL
Pic-N-Pay/Payless/Buy Rite	6	4.0	Assoc. Grocers, Miami, FL
Great Value	3	3.0	Assoc. Grocers, Miami, FL
7-Eleven	100	2.0	Southland Corp., Orlando, FL
Circle K	35	*	McLane Southeast, Athens, GA
Cumberland Farms	30	*	Own, Riviera Beach, FL
Farm Stores	55	*	McLane Southeast, Lakeland, FL
Food Spot	11	*	Assoc. Grocers, Miami, FL
Majik Markets	14	*	Own, Atlanta, GA
Stop 'N Go	3	*	McLane Southeast, Lakeland, FL
Super Discount	1	*	Own, Pompano Beach, FL
Table Supply	2	*	na
Xtra Super Food Centers	2	*	Malone & Hyde, Inc., Pompano Beach, FL
VOLUNTARY &/OR COOP GROUPS:		1.5%	
Associated Grocers	23	1.5	Assoc. Grocers, Miami, FL
LEADING INDEPENDENTS:		0.7%	
Sureway	1	0.3	Malone & Hyde, Inc., Pompano Beach FL
Coral Ridge Market	1	0.2	Assoc. Grocers, Miami, FL
Oceanside Market	1	0.2	Malone & Hude, Inc. Pompano Beach, FL
OTHER GROCERY STORES	na	4.8%	
TOTAL	391+	100.0%	

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na not available
* Included in "Other Grocery Stores"

Market Area Covered:
Broward County

Rank in U.S. based on supermarket sales 1987: 41

			Central Cities	
	U.S.	PMSA Total	Fort Lauderdale	Hollywood
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 10,068	$ 2,462	$ 1,491
Food Store Sales (mil.)	$ 321,934	$ 1,681	$ 259	$ 203
% of total retail sales	20.8%	16.7%	10.5%	13.6%
Supermarket Sales (mil.)	$ 302,727	$ 1,493	$ —	$ —
% of Food Store Sales	94.0%	88.8%	—	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,254.30	$ —	$ —
POPULATION 1987 TOTAL (thous.)	245,522.7	1,190.3	155.3	127.0
Total # of Hslds. (thous.)	90,849.0	514.3	72.8	56.5
Population by Age of Hsld. Head				
Under 25 Years	6.5%	4.2%	— %	— %
25 - 34 Years	22.8%	17.1%	— %	— %
35 - 44 Years	20.7%	16.9%	— %	— %
45 - 54 Years	14.8%	12.5%	— %	— %
55 - 64 Years	14.6%	15.0%	— %	— %
65 & Over	20.5%	34.3%	— %	— %
Number of Persons per Hsld.				
% by # of persons per hsld.				
One	24.1%	27.6%	— %	— %
Two	31.7%	40.9%	— %	— %
Three	18.1%	14.4%	— %	— %
Four	15.1%	10.5%	— %	— %
Five	7.0%	4.5%	— %	— %
Six & Over	3.8%	2.1%	— %	— %
Average Household Size	2.70	2.31	—	—
INCOME 1987				
Net EBI (mil.)	$3,202,847	$ 18,738	$ 2,694	$ 2,009
Per Capita EBI	$ 13,040	$ 15,743	$ 17,347	$ 15,818
Median Household EBI	$ 25,888	$ 27,246	$ 24,564	$ 25,437
Household by EBI Groups				
% Distribution				
Under $10,000	17.6%	13.8%	— %	— %
$10,000-$24,999	30.8%	32.1%	— %	— %
$25,000 & Over	51.6%	54.1%	— %	— %
Projected EBI % change 1987/92	+49.9%	+57.4%	— %	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+40.9%	— %	— %

42. NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VIRGINIA (MSA)

NORFOLK - VIRGINIA BEACH

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		41.5%	
Food Lion	25	25.0	Own, Salisbury, NC
7-Eleven (C)	173	8.5	Tidewater Whlsl., Norfolk, VA
Super Fresh	15	8.0	Richfoods, Richmond, VA
VOLUNTARY &/OR COOP GROUPS:		54.5%	
Farm Fresh	26	36.0	Richfoods, Richmond, VA
Be-Lo	31	8.0	Camellia Food Stores, Inc. Norfolk, VA
Gene Walter's Marketplace	10	6.5	Richfoods, Richmond, VA
Earles	7	4.0	Camellia Food Stores, Inc. Norfolk, VA
OTHER GROCERY STORES	211	4.0%	
TOTAL	498	100.0%	

(C) Convenience Stores
Note: Above information kindly provided by "The Virginian-Pilot/Ledger Star".

NEWPORT NEWS

	No. of Stores	% of Market Share	Principal Supplier
LEADING STORES:		28.7%*	
Farm Fresh	21	16.8	Richfoods, Richmond, VA
Food Lion	9	5.4	Own, Salisbury, NC
Super Fresh (Sun)	9	4.5	Richfoods, Richmond, VA
Be-Lo	2	1.0	Camellia Food Stores, Inc., Norfolk, VA
Earles	1	1.0	Camellia Food Stores, Inc. Norfolk, VA
OTHER GROCERY STORES	na	71.3%	
TOTAL	42+	100.0%	

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na not available
* These figures are "in-house" estimates.

Note: Above information based on information kindly provided by The Newport News Daily Press, Inc.

Market Area Covered:
Glouchester, James City and York Counties

Rank in U.S. based on supermarket sales 1987: 42

			Central Cities	
	U.S.	MSA Total	Norfolk	Newport News
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 8,642	$ 1,936	$ 1,039
Food Store Sales (mil.)	$ 321,934	$ 1,552	$ 276	$ 173
% of total retail sales	20.8%	18.0%	14.3%	16.7%
Supermarket Sales (mil.)	$ 302,727	$ 1,489	$ 260	$ 166
% of Food Store Sales	94.0%	95.9%	94.2%	96.0%
Supermarket Sales per capita	$ 1,232.49	$ 1,113.27	$ 933.90	$ 1,012.19
POPULATION 1987 TOTAL (thous.)	245,622.7	1,337.5	278.4	164.0
Total # of Hslds. (thous.)	90,849.0	454.0	92.1	58.9
Population by Age of Hsld. Head				
Under 25 Years	6.5%	8.2%	11.3%	9.5%
25 - 34 Years	22.8%	25.7%	25.1%	26.8%
35 - 44 Years	20.7%	22.9%	16.6%	21.4%
45 - 54 Years	14.8%	15.1%	13.1%	14.7%
55 - 64 Years	14.6%	13.8%	15.0%	13.8%
65 & Over	20.5%	14.2%	18.9%	13.8%
Number of Persons per Hsld.				
% by # of persons per hsld.				
One	24.1%	21.5%	32.5%	23.4%
Two	31.7%	30.3%	29.4%	31.2%
Three	18.1%	20.8%	18.1%	21.0%
Four	15.1%	16.4%	11.4%	15.2%
Five	7.0%	7.4%	5.7%	6.3%
Six & Over	3.8%	3.6%	2.8%	2.9%
Average Household Size	2.70	2.95	3.02	2.78
INCOME 1987				
Net EBI (mil.)	$3,202,847	$ 16,511	$ 3,070	$ 1,836
Per Capita EBI	$ 13,040	$ 12,345	$ 11,026	$ 11,194
Median Household EBI	$ 25,888	$ 27,249	$ 20,882	$ 23,730
Household by EBI Groups				
% Distribution				
Under $10,000	17.6%	14.9%	21.3%	17.7%
$10,000-$24,999	30.8%	31.0%	37.9%	35.0%
$25,000 & Over	51.6%	54.1%	40.9%	47.4%
Projected EBI % change 1987/92	+49.9%	+54.2%	39.1%	48.1%
Projected average hsld. EBI % change 1987/92	+40.9%	+40.9%	39.7%	36.5%

43. MONMOUTH-OCEAN, NEW JERSEY (Long Beach-Asbury Park*)** (PMSA)

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		35.0%	
Pathmark	8	13.0	Own, Edison, NJ
A&P	11	9.0	Own, Edison, NJ
Acme	11	7.0	Own, Newark, NJ
Grand Union	6	6.0	Own, Elmwood Park, NJ
VOLUNTARY &/OR COOPERATIVE GROUPS:		52.0%	
Shop Rite	11	34.0	Wakefern Food Corp., Elizabeth, NJ
Food Town	25	18.0	Twin City Grocers, Edison, NJ
LEADING CONVENIENCE STORES:			
Cumberland Farms	49	***	Own, Canton, MA
Fresh Farms	1	***	na
Krauzer's	34	***	Own, Edison, NJ
Quick Chek	12	***	Own, Whitehouse, NJ
7-Eleven	37	***	Own, Willow Grove, PA
Wawa	9	***	Own, Wawa, PA
OTHER GROCERY STORES	na	13.0%	
TOTAL	214+	100.0%	

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na not available

* Former title of this PMSA was Long Branch-Asbury Park, NJ.

** According to our source, Monmouth-Ocean has experienced no changes since last year.

***Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by "The Asbury Park Press".

Market Area Covered:
Monmouth and Ocean Counties

Rank in U.S. based on supermarket sales 1987: 43

			Central Counties*	
	U.S.	PMSA Total	Monmouth County	Ocean County
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 7,014	$ 4,036	$ 2,978
Food Store Sales (mil.)	$ 321,934	$ 1,605	$ 927	$ 678
% of total retail sales	20.8%	22.9%	23.0%	22.8%
Supermarket Sales (mil.)	$ 302,727	$ 1,470	$ —	$ —
% of Food Store Sales	94.0%	91.6%	— %	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,514.68	$ —	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	970.5	555.5	415.0
Total # of Hslds. (thous.)	90,849.0	367.0	201.1	165.9
Population by Age of Hsld. Head				
Under 25 Years	6.5%	3.2%	— %	— %
25 - 34 Years	22.8%	18.8%	— %	— %
35 - 44 Years	20.7%	21.0%	— %	— %
45 - 54 Years	14.8%	14.5%	— %	— %
55 - 64 Years	14.6%	15.1%	— %	— %
65 & Over	20.5%	27.4%	— %	— %
Number of Persons per Hsld.				
% by # of persons per hsld.				
One	24.1%	24.8%	— %	— %
Two	31.7%	31.8%	— %	— %
Three	18.1%	16.7%	— %	— %
Four	15.1%	15.2%	— %	— %
Five	7.0%	7.7%	— %	— %
Six & Over	3.8%	3.7%	— %	— %
Average Household Size	2.70	2.64	—	—
INCOME 1987				
Net EBI (mil.)	$3,202,847	$ 16,620	$ 10,034	$ 6,586
Per Capita EBI	$ 13,040	$ 17,125	$ 18,063	$ 15,870
Median Household EBI	$ 25,888	$ 33,725	$ 37,328	$ 29,848
Household by EBI Groups				
% Distribution				
Under $10,000	17.6%	11.0%	— %	— %
$10,000-$24,999	30.8%	26.0%	— %	— %
$25,000 & Over	51.6%	63.0%	— %	— %
Projected EBI % change 1987/92	+49.9%	+55.3%	— %	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+40.4%	— %	— %

* Due to a lack of a central city, available information is given on a county level.

44. ROCHESTER, NEW YORK (MSA)

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		90.5%	
Wegman's Food Markets	25	60.0	Own, Rochester, NY
Tops	11	17.5	Niagara Frontier, Buffalo, NY
Bells	17	7.5	Peter J. Schmitt, Buffalo, NY
Apple's	7	5.5	Peter J. Schmitt, Buffalo, NY
VOLUNTARY &/OR COOP GROUPS:		4.5%	
Big M Supermarkets	16	3.0	P&C Foods, Syracuse, NY
Super Duper	13	1.5	S.M. Flickinger Co., Buffalo, NY
OTHER GROCERY STORES	na	5.0%	
TOTAL	89+	100.0%	

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na not available

Market Area Covered:
Livingston, Monroe, Ontario, Orleans and Wayne Counties

Rank in U.S. based on supermarket sales 1987: 44

	U.S.	MSA Total	Central City Rochester
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 6,300	$ 1,396
Food Store Sales (mil.)	$ 321,934	$ 1,513	$ 293
% of total retail sales	20.8%	24.0%	21.0%
Supermarket Sales (mil.)	$ 302,727	$ 1,440	$ —
% of Food Store Sales	94.0%	95.1%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,445.63	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	996.1	240.5
Total # of Hslds. (thous.)	90,849.0	367.7	99.7
Population by Age of Hsld. Head			
Under 25 Years	6.5%	6.3%	— %
25 - 34 Years	22.8%	23.5%	— %
35 - 44 Years	20.7%	21.4%	— %
45 - 54 Years	14.8%	14.8%	— %
55 - 64 Years	14.6%	14.5%	— %
65 & Over	20.5%	19.6%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	24.5%	— %
Two	31.7%	30.8%	— %
Three	18.1%	17.8%	— %
Four	15.1%	15.9%	— %
Five	7.0%	7.4%	— %
Six & Over	3.8%	3.5%	— %
Average Household Size	2.70	2.71	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 14,581	$ 3,000
Per Capita EBI	$ 13,040	$ 14,638	$ 12,474
Median Household EBI	$ 25,888	$ 30,698	$ 21,539
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	13.4%	— %
$10,000-$24,999	30.8%	27.1%	— %
$25,000 & Over	51.6%	59.5%	— %
Projected EBI % change 1987/92	+49.9%	+37.2%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+32.8%	— %

45. BUFFALO, NEW YORK (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		62.0%	
Tops	27	29.0	Scrivner/Flickinger, Buffalo, NY
Bells	13	12.0	Peter J. Schmitt, West Seneca, NY
Wegmans	4	12.0	Own, Rochester, NY
Super Duper	9	9.0	Scrivner/Flickinger, Buffalo, NY
LEADING CONVENIENCE STORES:			
Convenient Food Mart	33	**	Buffalo, NY***
Cumberland Farms	13	**	Canton, MA ***
7-Eleven	17	**	Bedford Hills, NY ***
OTHER GROCERY STORES	na	38.0%	
TOTAL	116+	100.0%	

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na not available

* These figures are "in-house" estimates.

** Included in "Other Grocery Stores" percent

***These are buying office locations.

Market Area Covered:
Erie County

Rank in U.S. based on supermarket sales 1987: 45

	U.S.	PMSA Total	Central City Buffalo
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 5,763	$ 4,303
Food Store Sales (mil.)	$ 321,934	$ 1,575	$ 497
% of total retail sales	20.8%	27.3%	11.6%
Supermarket Sales (mil.)	$ 302,727	$ 1,427	$ —
% of Food Store Sales	94.0%	90.6%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,470.60	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	970.3	332.2
Total # of Hslds. (thous.)	90,849.0	359.2	136.6
Population by Age of Hsld. Head			
Under 25 Years	6.5%	5.0%	— %
25 - 34 Years	22.8%	20.1%	— %
35 - 44 Years	20.7%	18.7%	— %
45 - 54 Years	14.8%	16.2%	— %
55 - 64 Years	14.6%	17.4%	— %
65 & Over	20.5%	22.6%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	24.5%	— %
Two	31.7%	31.3%	— %
Three	18.1%	17.9%	— %
Four	15.1%	14.8%	— %
Five	7.0%	7.5%	— %
Six & Over	3.8%	3.9%	— %
Average Household Size	2.70	2.70	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 12,389	$ 3,676
Per Capita EBI	$ 13,040	$ 12,769	$ 11,066
Median Household EBI	$ 25,888	$ 26,341	$ 18,143
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	17.8%	— %
$10,000-$24,999	30.8%	29.8%	— %
$25,000 & Over	51.6%	52.4%	— %
Projected EBI % change 1987/92	+49.9%	+31.0%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+31.7%	— %

46. INDIANAPOLIS, INDIANA (MSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		92.8%	
Kroger	34	28.5	Own, Indianpolis, IN
Marsh Supermarkets	30	25.5	Own, Indianpolis, IN
Cub Foods	4	14.9	Food Marketing Co., Indianapolis, IN
Preston Safeway Markets	23	11.7	Allied Grocers of Indiana, Indianpolis, IN
O'Malia Food Markets	9	6.0	Scot Lad Foods, Noblesville, IN
7-Eleven	6	2.3	Grocers Supply Co., Indianpolis, IN
Mr. D's	4	2.2	na
IGA	4	1.7	Wetterau Food, Martinville, IN
Aldi Inc.	4	**	Own, Batavia, IL
Military	1	**	Buy Direct
OTHER GROCERY STORES	na	7.2%	
TOTAL	119+	100.0%	

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na not available

* These figures are "in-house" estimates.

** Included in "Other Grocery Stores" percent.

Market Area Covered:
Boone, Hamilton, Hancock, Hendricks, Johnson, Marion, Morgan and Shelby County

Rank in U.S. based on supermarket sales 1987: 46

	U.S.	MSA Total	Central City Indianapolis
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 8,869	$ 6,355
Food Store Sales (mil.)	$ 321,934	$ 1,450	$ 957
% of total retail sales	20.8%	16.3%	15.1%
Supermarket Sales (mil.)	$ 302,727	$ 1,393	$ —
% of Food Store Sales	94.0%	96.0%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,133.44	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,229.0	727.5
Total # of Hslds. (thous.)	90,849.0	457.1	281.9
Population by Age of Hsld. Head			
Under 25 Years	6.5%	7.1%	— %
25 - 34 Years	22.8%	24.3%	— %
35 - 44 Years	20.7%	21.5%	— %
45 - 54 Years	14.8%	15.3%	— %
55 - 64 Years	14.6%	14.0%	— %
65 & Over	20.5%	17.7%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	22.8%	— %
Two	31.7%	31.8%	— %
Three	18.1%	18.7%	— %
Four	15.1%	16.0%	— %
Five	7.0%	7.2%	— %
Six & Over	3.8%	3.5%	— %
Average Household Size	2.70	2.69	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 16,459	$ 9,970
Per Capita EBI	$ 13,040	$ 13,392	$ 13,704
Median Household EBI	$ 25,888	$ 28,391	$ 27,205
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	14.4%	— %
$10,000-$24,999	30.8%	29.5%	— %
$25,000 & Over	51.6%	56.2%	— %
Projected EBI % change 1987/92	+49.9%	+56.0%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+48.9%	— %

47. OKLAHOMA CITY, OKLAHOMA (MSA)

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		32.0%	
Safeway	25	21.0	Own, Oklahoma City, OK
Skagg's Alpha Beta	6	6.0	Waples-Platter Co., Ft. Worth, TX
Food World	6	5.0	Scrivner Inc., Oklahoma City, OK
Circle K (C)	88	*	na
7-Eleven (C)	101	*	na
VOLUNTARY &/OR COOP GROUPS:		15.0%	
IGA	26	13.0	Fleming Co., Oklahmoma City, OK
Rudy's/Best Yet	3	2.0	Scrivner, Inc., Oklahoma City, OK
LEADING INDEPENDENTS:		46.0%	
Buy for Less	4	9.0	na
Crest	2	7.0	na
Pratt's	4	5.0	Scrivner, Inc., Oklahoma City, OK
Tinker Field Commissary	1	5.0	na
Food For Less	1	4.0	na
Grider Foods	2	4.0	na
Brannon's	2	2.0	Fleming Co., Oklahoma City, OK
Sam's Wholesale Club	4	2.0	Wal-Mart, Bentonville, AR
Buchanan	5	1.0	Fleming Co., Oklahoma City, OK
Snyders	3	1.0	na
Whittaker's	2	1.0	na
Buerger Brothers	1	1.0	na
Kennard's	1	1.0	Scrivner Inc., Oklahoma City, OK
McCartney's	1	1.0	Fleming Co., Oklahoma City, OK
United	1	1.0	na
Warehouse Market	1	1.0	na
OTHER GROCERY STORES	na	7.0%	
TOTAL	290+	100.0%	

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na not available
(C) Convenience Stores
* Included in "Other Grocery Stores"

Market Area Covered:
Canadian, Cleveland, Logan, McClain, Oklahoma and Pottawatomie Counties

Rank in U.S. based on supermarket sales 1987: 47

	U.S.	MSA Total	Central City Oklahoma City
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 7,381	$ 3,972
Food Store Sales (mil.)	$ 321,934	$ 1,427	$ 618
% of total retail sales	20.8%	19.3%	15.6%
Supermarket Sales (mil.)	$ 302,727	$ 1,383	$ —
% of Food Store Sales	94.0%	96.9%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,398.24	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	989.1	446.2
Total # of Hslds. (thous.)	90,849.0	379.0	182.9
Population by Age of Hsld. Head			
Under 25 Years	6.5%	8.9%	— %
25 - 34 Years	22.8%	24.9%	— %
35 - 44 Years	20.7%	21.0%	— %
45 - 54 Years	14.8%	14.4%	— %
55 - 64 Years	14.6%	12.8%	— %
65 & Over	20.5%	18.0%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	24.5%	— %
Two	31.7%	33.4%	— %
Three	18.1%	18.3%	— %
Four	15.1%	15.2%	— %
Five	7.0%	6.1%	— %
Six & Over	3.8%	2.5%	— %
Average Household Size	2.70	2.61	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 11,827	$ 5,600
Per Capita EBI	$ 13,040	$ 11,958	$ 14,099
Median Household EBI	$ 25,888	$ 23,504	$ 22,253
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	18.7%	— %
$10,000-$24,999	30.8%	34.1%	— %
$25,000 & Over	51.6%	47.2%	— %
Projected EBI % change 1987/92	+49.9%	+57.7%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+45.7%	— %

48. BRIDGEPORT-MILFORD, CONNECTICUT (PMSA)

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		66.0%	
Stop & Shop	10	17.0	Own, North Quincy, MA
Pathmark	4	11.0	Supermarkets General, Saddlebrook, NJ
A&P	11	9.0	Own, Springfield, MA
Grand Union	13	9.0	Own, Wayne, NJ
Waldbaums	7	9.0	Own, Holyoke, MA
First National	6	4.0	Own, Windsor Locks, CT
Gran Central	8	4.0	Krasdale, Stamford, CT
Food Emporium	1	3.0	Daitch Shopwell, Bronx, NY
OTHER GROCERY STORES	na	34.0%	
TOTAL	60+	100.0%	

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na not available
* These figures are "in-house" estimates.

Market Area Covered:
Parts of: Fairfield and New Haven Counties, CT

Rank in U.S. based on supermarket sales 1987: 48

	U.S.	CMSA* Total	Central City Bridgeport
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 8,149	$ 937
Food Store Sales (mil.)	$ 321,934	$ 1,466	$ 193
% of total retail sales	20.8%	18.0%	20.6%
Supermarket Sales (mil.)	$ 302,727	$ 1,348	$ —
% of Food Store Sales	94.0%	92.0%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,614.56	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	834.9	143.1
Total # of Hslds. (thous.)	90,849.0	299.6	54.0
Population by Age of Hsld. Head			
Under 25 Years	6.5%	3.5%	— %
25 - 34 Years	22.8%	18.5%	— %
35 - 44 Years	20.7%	22.9%	— %
45 - 54 Years	14.8%	17.9%	— %
55 - 64 Years	14.6%	17.1%	— %
65 & Over	20.5%	20.1%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	21.1%	— %
Two	31.7%	31.3%	— %
Three	18.1%	18.8%	— %
Four	15.1%	16.9%	— %
Five	7.0%	8.1%	— %
Six & Over	3.8%	3.8%	— %
Average Household Size	2.70	2.79	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 17,938	$ 1,953
Per Capita EBI	$ 13,040	$ 21,485	$ 13,647
Median Household EBI	$ 25,888	$ 42,751	$ 26,532
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	9.4%	— %
$10,000-$24,999	30.8%	19.1%	— %
$25,000 & Over	51.6%	71.6%	— %
Projected EBI % change 1987/92	+49.9%	+47.0%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+41.0%	— %

Information based on the Consolidated Metropolitan Statistical Area which consists of: Bridgeport-Stamford-Norwalk-Danbury, CT. Milford not included.

49. PORTLAND, OREGON (PMSA)

	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		81.0%	
Fred Meijer	24	27.8	Own, Portland, OR
Safeway	25	27.8	Own, Clackamas, OR
Thriftway	35	15.0	United Grocers, Inc., Portland, OR
Albertson's	18	7.8	West Coat Grocery, Portland, OR
Kienow's	13	1.4	United Grocers, Inc., Portland, OR
IGA	5	.6	Fleming Food Co., Portland, OR
Waremart	5	.6	West Coast Grocery, Tigard, OR
OTHER GROCERY STORES	na	19.0%	
TOTAL	125+	100.0%	

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na not available

* These figures are estimates only; based on the following % of Shoppers figures: Fred Meijer-49%, Safeway-49%, Thriftway-36%, Albertson's-26%, Kienow's-11%, IGA-7%, Waremart-7%

Market Area Covered:
Clackamas, Multnomah, Washington and Yamhill Counties

Rank in U.S. based on supermarket sales 1987: 49

	U.S.	PMSA Total	Central City Portland
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 8,133	$ 3,663
Food Store Sales (mil.)	$ 321,934	$ 1,400	$ 497
% of total retail sales	20.8%	17.2%	13.6%
Supermarket Sales (mil.)	$ 302,727	$ 1,327	$ —
% of Food Store Sales	94.0%	94.8%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,134.76	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	1,169.4	437.5
Total # of Hslds. (thous.)	90,849.0	463.9	194.3
Population by Age of Hsld. Head			
Under 25 Years	6.5%	7.3%	— %
25 - 34 Years	22.8%	26.4%	— %
35 - 44 Years	20.7%	21.0%	— %
45 - 54 Years	14.8%	12.9%	— %
55 - 64 Years	14.6%	13.0%	— %
65 & Over	20.5%	19.3%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	26.3%	— %
Two	31.7%	34.3%	— %
Three	18.1%	17.0%	— %
Four	15.1%	14.1%	— %
Five	7.0%	5.7%	— %
Six & Over	3.8%	2.5%	— %
Average Household Size	2.70	2.52	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 15,170	$ 5,511
Per Capita EBI	$ 13,040	$ 12,972	$ 12,597
Median Household EBI	$ 25,888	$ 25,963	$ 20,993
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	16.1%	— %
$10,000-$24,999	30.8%	32.2%	— %
$25,000 & Over	51.6%	51.7%	— %
Projected EBI % change 1987/92	+49.9%	+63.9%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+56.3%	— %

	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		77.0%	
Winn-Dixie	37	35.0	Own, Orlando, FL
Publix/Food World	31	26.0	Publix, Lakeland, FL
Albertson's, Inc.	9	12.0	Super Food Service, Orlando, FL
Xtra Super Food Center	1	3.0	Malone & Hyde Inc., Pompano Beach, FL
Military	1	1.0	Buy Direct
OTHER GROCERY STORES	na	23.0%	
TOTAL	79+	100.0%	

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na not available
* These figures are "in-house" estimates.

Market Area Covered:
Orlando, Osceola and Seminole Counties

Rank in U.S. based on supermarket sales 1987: 50

	U.S.	MSA Total	Central City Orlando
RETAIL SALES 1987 TOTAL (mil.)	$1,544,897	$ 7,210	$ 2,018
Food Store Sales (mil.)	$ 321,934	$ 1,386	$ 285
% of total retail sales	20.8%	19.2%	14.1%
Supermarket Sales (mil.)	$ 302,727	$ 1,315	$ —
% of Food Store Sales	94.0%	94.9%	— %
Supermarket Sales per capita	$ 1,232.49	$ 1,371.22	$ —
POPULATION 1987 TOTAL (thous.)	245,622.7	959.0	156.7
Total # of Hslds. (thous.)	90,849.0	365.9	61.9
Population by Age of Hsld. Head			
Under 25 Years	6.5%	6.7%	— %
25 - 34 Years	22.8%	22.0%	— %
35 - 44 Years	20.7%	20.9%	— %
45 - 54 Years	14.8%	15.7%	— %
55 - 64 Years	14.6%	14.8%	— %
65 & Over	20.5%	19.8%	— %
Number of Persons per Hsld.			
% by # of persons per hsld.			
One	24.1%	23.6%	— %
Two	31.7%	34.2%	— %
Three	18.1%	18.2%	— %
Four	15.1%	14.3%	— %
Five	7.0%	6.4%	— %
Six & Over	3.8%	3.3%	— %
Average Household Size	2.70	2.62	—
INCOME 1987			
Net EBI (mil.)	$3,202,847	$ 12,202	$ 1,972
Per Capita EBI	$ 13,040	$ 12,724	$ 12,584
Median Household EBI	$ 25,888	$ 25,188	$ 21,786
Household by EBI Groups			
% Distribution			
Under $10,000	17.6%	27.3%	— %
$10,000-$24,999	30.8%	33.8%	— %
$25,000 & Over	51.6%	50.4%	— %
Projected EBI % change 1987/92	+49.9%	+66.5%	— %
Projected average hsld. EBI % change 1987/92	+40.9%	+39.7%	— %

OTHER MARKETS: RETAIL GROCERY STORE SALES BY TYPE OF ORGANIZATION ARRANGED BY STATE AND CITY INCLUDING CANADA

ALABAMA

ANNISTON (MSA)

Calhoun County

	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		32.0%	
Winn-Dixie	5	17.0	Own, Montgomery, AL
Bruno's	2	15.0	Own, Birmingham, AL
Piggly Wiggly	1	*	Own, Birmingham, AL
VOLUNTARY &/OR COOPERATIVE GROUPS:		22.0%	
Super Valu Stores	5	19.0	Own, Anniston, AL
Lee & Mikes	4	3.0	Super Value, Anniston, AL
LEADING INDEPENDENTS:		14.0%	
Shell Discount (C)	17	11.0	McClane Southeast, Atlanta, GA
Amoco (C)	4		City Wholesale, Birmingham, AL
Chevron Food Mart (C)	4		Each store can select their supplier
Quick Shops (C)	5	1.0	Thomas Wholesalers Inc., Gadsden, AL
Tom Thumb (C)	2	1.0	Higdon Grocery Co., Qunicy, FL
Zippy Mart (C)	1	1.0	Hudson Thompson Inc., Montgomery, AL
OTHER GROCERY STORES	na	32.0%	
TOTAL	50+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

BIRMINGHAM (MSA)

Blout, Jefferson, St. Clair, Shelby and Walker Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		75.9%	
Food World/Consumer Warehouse	35	41.0	Bruno's, Birmingham, AL
Winn Dixie	17	19.0	(Own) Montgomery, AL
Western	14	10.0	Super Valu, Anniston, AL
Food Giant	5	3.1	Assoc. Groc. of Ala., Birmingham, AL
Piggly Wiggly	4	2.8	Assoc. Groc. of Ala., Birmingham, AL
Food Center	11	**	Assoc. Groc. of Ala., Birmingham, AL
Food Town	3	**	Assoc. Groc. of Ala., Birmingham, AL
LEADING CONVENIENCE STORES:			
Circle K	29	**	na
Fast Fare/Zippy Mart	11	**	na
Majik Markets	16	**	na
Shop A Snak	17	**	na
OTHER GROCERY STORES	na	24.1%	
TOTAL	162+	100.0%	

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na not available

* Number of Stores and percent of Market Share figures are "in-house" estimates.

** Included in "Other Grocery Stores" percent.

DOTHAN (MSA)

Dale and Houston Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
A&P	1		Bruno's, Birmingham, AL
Bruno's	1		Own, Birmingham, AL
Dixie Dandy	1		Fleming Foods of AL, Inc., Geneva, AL
Food World	2		Own, Birmingham, AL
IGA	5		Graves Co., Demopolis, AL
Piggly Wiggly	3		Own, Birmingham, AL
Winn Dixie	2		Own, Montgomery, AL
OTHER GROCERY STORES	na		
TOTAL	15+	**	

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na not available
* These figures are "in house" estimates.
**Share of Market Data is unobtainable.

FLORENCE (MSA)

Colbert and Lauderdale Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Big Star	5		Own, Huntsville, AL
Consumer's Warehouse	1		Bruno's, Birmingham, AL
Food World	2		Bruno's, Birmingham, AL
Jitney Jungle	4		na
Shop Rite	8		Mitchell Groc. Corp. Albertville, AL
Wilson's	3		na
Winn Dixie	2		(Own) Montgomery, AL
OTHER GROCERY STORES	na		
TOTAL	25+	**	

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na not available
* These figures are "in house" estimates.
**Share of Market Data is unobtainable.

GADSDEN (MSA)

Estawah County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Burton's Wholesale	2		Assoc. Grocer of AL, Birmingham AL
Food World	3		Own, Birmingham, AL
Gregerson's	3		Super Valu, Anniston, AL
Winn Dixie	4		Own, Montgomery, AL
OTHER GROCERY STORES	na		
TOTAL	12+	**	

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na not available
* These figures are "in house" estimates.
**Share of Market Data is unobtainable.

HUNTSVILLE (MSA)

Madison County	No. of Stores	% of Market Share	Principal Supplier
GROCERY STORES:		83.0%	
Food World	7	26.0	Own, Birmingham, AL
Kroger	5	23.0	Own, Nashville, TN
Winn Dixie	7	13.0	Own, Atlanta, GA
Bruno's	3	7.0	Own, Birmingham, AL
Piggly Wiggly	7	6.0	Own, Birmingham, AL
Lucky's	3	5.0	Harvey Ragland Co., Inc. Birmingham, AL
Big Brothers	3	2.0	na
Star Market	1	1.0	na
CONVENIENCE STORES	na	5.0%	
OTHER GROCERY STORES (Including Independents)	na	12.0%	
TOTAL	36+	100.0%	

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na not available

MOBILE (MSA)

Baldwin and Mobile Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		95.0%	
Delchamps	25	37.0	Own, Mobile, AL
Food World	10	18.0	Own, Birmingham, AL
Greer's	19	15.0	Own, Mobile, AL
Winn Dixie	11	15.0	Own, Montgomery, AL
A&P	4	5.0	Own, New Orleans, LA
Bruno's	1	2.0	Own, Birmingham, AL
Food 4 Less	1	2.0	Fleming Foods, Inc., Geneva, AL
United Supermarkets	1	1.0	Own, Pensacola, FL
OTHER GROCERY STORES (Including Independents and Convenience Stores)	na	5.0%	
TOTAL	72+	100.0%	

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na not available

MONTGOMERY (MSA)

Autauga, Elmore, Montgomery Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		69.0%	
Winn Dixie	15	33.0	Own, Montgomery, AL
Food World	3	22.0	Own, Birmingham, AL
Bruno's	2	7.0	Own, Birmingham, AL
County Market	1	6.0	na
A&P	2	1.0	Own, Birmingham, AL
Family Mart	1	*	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		10.0%	
Big Bear, Super Foods	14	9.0	Hudson-Thompson, Montgomery, AL
IGA	2	1.0	Graves Co., Demopolis, AL
LEADING CONVENIENCE STORE CHAINS:		4.0%	
Jr. Food Mart	7	1.0	Own, Jackson, MS
Majik Market	8	1.0	na
Spartan	10	1.0	na
Zippy Mart	5	1.0	na
OTHER GROCERY STORES	na	17.0%	
TOTAL	70+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

Note: According to our contact, Montgomery has experienced no changes since last year.

TUSCALOOSA (MSA)

Tuscaloosa County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		74.0%	
Bruno's	6	16.0	Own, Birmingham, AL
Kroger	2	13.0	Own, Memphis, TN
Winn Dixie	3	11.0	Own, Montgomery, AL
Delchamps	2	10.0	Own, Mobile, AL
Food Max	1	7.0	Own, Birmingham, AL
Food World	2	7.0	Own, Birmingham, AL
Piggly Wiggly	2	7.0	Own, Memphis, TN
A&P	1	3.0	Own, Altanta, GA
Consumer Foods	2	*	Own, Birmingham, AL
LEADING CONVENIENCE STORE CHAINS:		6.5%	
Speedway	7	2.0	Hudson-Thompson, Montgomery, AL
Associated Grocers	1	1.0	Own, Birmingham, AL
Circle C	5	1.0	Lewis Grocer Co., Indianola, MS
Sunshine Jr. Stores	4	1.0	na
Wyatt Oil Store	3	1.0	Stewart King & McKenzie, Selma, AL
Buddy's Food Mart	4	0.5	Stewart King & McKenzie, Selma, AL
LEADING INDEPENDENTS:			
Food King	1	*	na
Northgate Foods	1	*	na
OTHER GROCERY STORES	na	19.5%	
TOTAL	47+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

ANCHORAGE (MSA)

Anchorage Borough	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		85.6%	
Carr's	9	45.0	J.B. Gottstein, & Co., Inc. Anchorage, AK
Safeway	6	31.8	Own, Bellevue, WA
Foodland	3	4.8	J.B. Gottstein, & Co., Inc. Anchorage, AK
Prairie Market	2	4.0	J.B. Gottstein, & Co., Inc. Anchorage, AK
LEADING CONVENIENCE STORES:			
Quik Stop	28	**	na
7-Eleven	7	**	Own, Tukwila, WA
OTHER GROCERY STORES	na	14.4%	
TOTAL	55+	100.0%	

na not available
* These figures are "in-house" estimates.
** Included in "Other Grocery Stores" percent.

FAIRBANKS

Fairbanks North Star County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		45.0%	
Safeway	2	28.0	Own, Bellevue, WA
Foodland	1	17.0	Own, Anchorage, AK
VOLUNTARY &/OR COOPERATIVE GROUPS:		12.5%	
Northgate Hub	1	12.5	West Coast Groc., Seattle, WA
LEADING INDEPENDENTS:		33.0%	
Super Value	3	31.5	West Coast Groc., Seattle, WA
McPeaks	1	1.5	na
OTHER GROCERY STORES	18	9.5%	
TOTAL	26	100.0%	

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na not available

TUCSON (MSA)

Pima County	No. of Stores	% of Market Share*	Principal Supplier
LEADING STORES:		85.0%	
ABCO/Lucky	22	39.0	Fleming Co. Inc., Phoenix, AZ
Fry's	10	21.0	Kroger Co., Phoenix, AZ
Safeway	13	17.0	Own, Phoenix, AZ
A.J. Bayless	2	8.0	Own, Phoenix, AZ
Smith	3	**	na
LEADING INDEPENDENTS:		3.0%	
Warehouse Foods	5	3.0	na
AFCO Family Market	1	**	na
Del Monte Market	2	**	Assoc. Grocers, Phoenix, AZ
El Grande	1	**	na
Price Club	1	**	na
Reay's	1	**	na
United Market	1	**	na
Village Market	3	**	na
LEADING CONVENIENCE STORE CHAINS:			
Circle K	128	**	Own, Tuscon, AZ
Quik Mart	20	**	Own, Tuscon, AZ
7-Eleven	33	**	The Southland Corp., La Mesa, CA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Associated	7	**	Assoc. Grocers, Phoenix, AZ
OTHER GROCERY STORES	na	12.0%	
TOTAL	253+	100.0%	

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na not available
* These figures are "in-house" estimates.
** Included in "Other Grocery Stores" percent.

Note: Store names, categories, # of stores and principal supplier kindly provided by Tucson Newspapers, Inc.

FAYETTEVILLE-SPRINGDALE (MSA)

Washington County

FAYETVILLE

	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Consumer's Discount Foods	1		Own, Springfield, MO
Consumer's IGA	4		Rand, Little Rock, AR
Dillon's Thriftmart	2		Own, Springdale, AR
Food 4 Less	2		Own, Bentonville, AR
7-Eleven	2		na
Speedimart	6		na
OTHER GROCERY STORES	na		
TOTAL	17+	**	

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na not available

* These figures are "in-house" estimates
** Share of Market Data is unobtainable.

SPRINGDALE

LEADING STORES:		93.0%	
Consumer's	1	30.0	Own, Springfield, MO
Food 4 Less	1	22.0	Affiliated, Little Rock, AR
Harp's Food Stores	2	20.0	Assoc. Grocers, Springdale, AR
Price Cutter	1	15.0	Assoc. Grocers, Springdale, AR
B & K Foods	1	6.0	Assoc. Grocers, Springdale, AR
OTHER GROCERY STORES	na	7.0%	
TOTAL	6+	100.0%	

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na not available

Note: Above information kindly provided by (the) Papert Companies, Dallas, Texas.

FORT SMITH (AR-OK) (MSA)

Crawford & Sebastin Counties, AR
Sequoah County, OK

	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Affiliates-Winston IGA	3		Affiliated, Little Rock, AR
IGA	1		Rand, Little Rock, AR
IGA Thriftway	1		Rand, Little Rock, AR
Kroger	3		Own, Little Rock, AR
Miligram's	6		na
Safeway	3		Own, Tulsa, OK
OTHER GROCERY STORES	na		
TOTAL	17+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

HOT SPRINGS

Garland County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		99.0%	
Kroger	2	30.0	Own, Little Rock, AR
Safeway	3	25.0	Own, Little Rock, AR
Piggly Wiggly	3	20.0	Malone & Hyde, Memphis, TN
Food 4 Less	2	10.0	Affiliated, Little Rock, AR
Cooley's	2	7.0	Rand, Little Rock, AR
Thompson's IGA	1	7.0	Rand, Little Rock, AR
Jiffee Mart (C)	2	*	na
Razorback	1	*	na
OTHER GROCERY STORES	na	1.0%	
TOTAL	16+	100.0%	

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na not available

(C) Convenience Stores

* Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by (the) Papert Companies and another source who wishes to remain anonymous.

LITTLE ROCK-NORTH LITTLE ROCK (MSA)

Faulkner, Lonoke, Pulaski & Saline Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		85.0%	
Affiliated	13	38.0	Own, Little Rock, AR
Safeway	14	27.0	Own, Little Rock, AR
Kroger	8	20.0	Own, Little Rock, AR
Food 4 Less	4	*	na
Food King	1	*	Own, Houston, TX
Skaggs Alpha Beta	3	*	Affiliated Foods, Little Rock, AR
VOLUNTARY &/OR COOPERATIVE GROUPS:		6.5%	
Rand Wholesale Grocery	50	6.5	Own, Little Rock, AR
LEADING CONVENIENCE STORES:			
Majik Markets	12	*	na
7-Eleven	15	*	na
OTHER GROCERY STORES	na	8.5%	
TOTAL	120+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

PINE BLUFF (MSA)

Jefferson County	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		47.0%	
Safeway	4	40.0	Own, Little Rock, AR
Mad Butcher	4	7.0	Own, Pine Bluff, AR
Country Market	2	**	na
Food King	1	**	Own, Houston, TX
IGA	4	**	Rand, Little Rock, AR
In & Out Convenience	34	**	na
Price Chopper	1	**	na
OTHER GROCERY STORES	na	53.0%	
TOTAL	50+	100.0%	

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na not available

* These figures are "in-house" estimates.

* Included in "Other Grocery Stores" percent.

BAKERSFIELD (MSA)

Kern County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Albertson's	3		Own, Fullerton, CA
Alpha Beta	2		Own, La Habra, CA
Food 4 Less	2		na
Lucky 4	4		na
Ralph's Giant	1		na
Safeway	4		Own, Santa Fe Springs, NM
Vons	5		Own, El Monte, CA
LEADING INDEPENDENTS:			
Center Market	2		na
Cope's Food Fair	1		na
Disco Market	2		Certified Grocers of CA., Los Angeles, CA
Foodtown Market	1		na
Green Food Market	1		United Grocers, Fresno, CA
11-C Market	2		na
Youngs	3		na
OTHER GROCERY STORES	35		
TOTAL	68	*	

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na not available

* Share of Market Data is unobtainable

Note: Above information kindly provided by "The Bakersfield Californian".

CHICO (MSA)

Butte County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		88.4%	
Safeway	3	26.3	Own, San Francisco, CA
Lucky	1	19.0	Own, Sacramento, CA
Holiday	2	12.9	Market Wholesale, Fresno, CA
Raley's	1	12.1	United Grocers, Sacramento, CA
Stop 'N Save	1	11.8	United Grocers, Sacramento,CA
Food World	1	6.3	United Grocers, Sacramento, CA
LEADING INDEPENDENTS:		8.9%	
Gold Country Markets	1	7.0	na
Super Shoper Markets	1	0.9	na
Frank's Market	1	0.5	na
Harvey's Market	1	0.5	na
LEADING CONVENIENCE STORES:			
7-Eleven	2	*	Own, San Francisco, CA
Short Shop	2	*	Own, San Francisco, CA
OTHER GROCERY STORES	na	2.7%	na
TOTAL	17+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by "The Chico Enterprise Record".

FRESNO (MSA)

Fresno County	No. of Stores	% of Customers*	Principal Supplier
LEADING CHAINS:		63.0%	
Save Mart	16	26.0	Certified Grocers, Los Angeles, CA
Safeway/Pak 'n Save	7	15.0	Own, Sacramento, CA
Von's	6	15.0	Own, Los Angeles, CA
Foodland	9	6.0	United Grocers, Fresno, CA
7-Eleven (C)	26	1.0**	United Grocers, Fresno, CA
LEADING INDEPENDENTS:		8.0%	
Christensen's/Food World	2	3.0**	United Grocers, Fresno, CA
Continental	1	3.0**	United Grocers, Fresno, CA
Gongs	1	1.0**	United Grocers, Fresno, CA
Shop-N-Go	19	1.0**	na
Bad Boy	1	***	United Grocers, Fresno, CA
Country Boy	1	***	United Grocers, Fresno, CA
Farmer's Market (Sanger)	1	***	Market Wholesale, Fresno, CA
Food King	1	***	na
Gene's Food Basket	1	***	na
Hanoians	1	***	na
Hestbecks	2	***	Market Wholesales, Fresno, CA
L & P Market	1	***	United Grocers, Fresno, CA
McLane's	1	***	United Grocers, Fresno, CA
Merri Mart (Sanger)	1	***	Market Wholesale, Fresno, CA
Pay Less Market	1	***	United Grocers, Fresno, CA
R-N Market	1	***	Market Wholesales, Fresno, CA
Stan's Market	1	***	United Grocers, Fresno, CA
Yaohan	3	***	United Grocers, Fresno, CA
OTHER GROCERY STORES	na	29.0%	
TOTAL	104+	100.0%	

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na not available

(C) Convenience Stores

* Percents are share of customers, not actual Market Share.

** These figures represent fewer than 25 respondents.

*** Included in "Other Grocery Stores" percent.

MERCED (MSA)

Merced County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Holley's	1		na
Lucky's	1		Own, San Leandro, CA
New Deal Markets	1		Market Wholesale, Modesto, CA
Save Mart	4		Market Wholesale, Modesto, CA
OTHER GROCERY STORES:	na		
TOTAL	7+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

ODESTO (MSA)

tanislaus County	No. of Stores	% of Market Share	Principal Supplier
EADING CHAINS:		88.0%	
Food 4 Less	2	19.0	Fleming Foods of CA., Inc., Fremont, CA
Lucky Stores	4	18.0	Own, San Leandro, CA
Save Mart	8	16.0	Fleming Foods of CA., Inc., Fremont, CA
New Deal	8	15.0	Market Wholesale Grocery Co., Modesto, CA
Raley's	3	8.0	Fleming Foods of CA, Inc., Sacramento, CA
Richland	4	7.0	Market Wholesale Grocery Co., Modesto, CA
Albertson's	1	4.0	na
Angelo's	2	1.0	Own, Sacramento, CA
Liberty Markets	2	*	United Grocers Inc., Medford, OR
Quik Stop (C)	5	*	na
Sam's Food City	2	*	Market Wholesale Grocery Co., Modesto, CA
Sav Mor	2	*	Market Wholesale Grocery Co., Modesto, CA
7-Eleven (C)	12	*	na
ADING INDEPENDENTS:		2.0%	
O'Briens	1	2.0	na
Sequoia Market	1	*	Market Wholesale Grocery Co., Modesto, CA
Smart Foods	1	*	Market Wholesale Grocery Co., Modesto, CA
HER GROCERY STORES	na	10.0%	
TOTAL	58+	100.0%	

OXNARD-VENTURA (PMSA)

Ventura County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		66.0%	
Alpha Beta	3	16.0	Own, La Habra, CA
Safeway	3	14.0	Own, San Francisco, CA
Ralph's	2	12.0	Own, Compton, CA
Albertson's	1	9.0	Fleming Foods, Fremont, CA
Lucky	3	9.0	Own, Sacramento, CA
Hughes	1	6.0	Certified Grocers of CA, Los Angeles, CA
Payfair	1	**	na
LEADING INDEPENDENTS:		1.0%	
Johnsons Farms	1	1.0	Certified Grocers of CA, Los Angeles, CA
Ken's Markets	1	**	na
Mercado La Plaza	2	**	Certified Grocers of CA, Los Angeles, CA
Tradewinds	1	**	na
LEADING CONVENIENCE STORES:			
7-Eleven	5	**	Own, San Francisco, CA
OTHER GROCERY STORES	na	33.0%	
TOTAL	24+	100.0%	

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na not available

* These figures are "in house" estimates.

**Included in "Other Grocery Stores" percent.

REDDING (MSA)

Shasta County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Albertson's	1		Fleming Foods, Freemont, CA
Holiday	4		Market Wholesale, Fresco, CA
Lucky Store	1		Own, San Leandro, CA
Raley's	2		United Grocers, Sacramento, CA
Safeway	5		Own, Sacramento, CA
LEADING INDEPENDENTS:			
Better Buy	2		United Grocers, Sacramento, CA
Discount Foods	1		Market Wholesale, Fresno, CA
Farmers/Sentry	1		United Grocers, Sacramento, CA
Happy Valley Store	1		United Grocers, Sacramento, CA
Palo Cedro Market	1		United Grocers, Sacramento, CA
Ranch Market	1		United Grocers, Sacramento, CA and Market Wholesale, Fresno, CA
LEADING INDEPENDENTS:			
Bend Store	1		Market Wholesale, Fresno, CA
Dibble Creek Market	1		Mutual Grocers, Redding, CA
Fair Market	1		Market Wholesale, Fresno, CA
Los Robles Market	1		Market Wholesale, Fresno, CA
Shasta Valley Market	1		United Grocers, Sacramento, CA
Shasta View Market	11		United Grocers, Sacramento, CA
Stop & Save Market	1		United Grocers, Sacramento, CA
Sunnyside Market	1		na
Sunshine Market	1		Market Wholesale, Fresno, CA
Valley Market	1		Market Wholesale, Fresno, CA
Village Market	1		United Grocers, Sacramento, CA
TOTAL	41	*	

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na not available

* Share of Market Data is unobtainable.

SALINAS-SEASIDE[1]-MONTEREY (MSA)

SALINAS

Monterey County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Alpha Beta	2		Own, La Habra, CA
Lucky Stores	2		Own, San Leandro, CA
Nob Hill	2		Fleming Foods, Fremont, CA
Quick Stop Market (C)	5		McLane, Merced, CA
Safeway Stores	2		Own, Oakland, CA
7-Eleven (C)	7		McLane, Merced, CA
LEADING INDEPENDENTS:			
Monte Mart	1		Albertson's, La Brea, CA
Star Market	1		Market Wholesale, Modesto, CA
OTHER GROCERY STORES:			
Salinas	1		na
TOTAL	23	*	

na not available
(C) Convenience Stores
* Share of Market Data not obtainable.

Note: Above information kindly provided by "The Salinas Californian".

MONTEREY

CHAIN SUPERMARKETS:		*	
Albertson's	2		Own, San Leandro, CA
Alpha Beta	1		Own, La Habra, CA
Lucky	1		Own, San Leandro, CA
Nob Hill	1		Own, Gilroy, CA
Safeway	5		Own, Oakland, CA
INDEPENDENT SUPERMARKETS:			
Grove Market	1		na
Monte Vista Market	1		na
Seaside Market	1		na
Valu Max	1		na
CONVENIENCE STORES:			
Quick Stop	1		McLane, Merced, CA
7-Eleven	5		McLane, Merced, CA
TOTAL	20	*	

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na not available
* Share of Market Data is unobtainable.
[1] Information on Seaside market is unobtainable.

SAN MATEO

San Mateo County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		69.0%	
Safeway	22	38.0	Own, Freemont, CA
Lucky	9	18.0	Own, San Leandro, CA
Cala/QFI	6	9.0	United Grocer, Richmond, CA
Alpha Beta	3	4.0	Own, Milpitas, CA
LEADING INDEPENDENTS:		20.0%	
Petrinis	4	9.0	Fleming Co., Inc., San Francisco, CA
Bell Markets	2	3.0	Fleming Co., Inc., San Francisco, CA
Key Markets	3	2.0	na
Marsh Manor	2	2.0	na
Draegers	1	1.0	na
Food Villa	1	1.0	na
Stanaway	2	1.0	na
Trag's Market	1	1.0	na
OTHER GROCERY STORES	na	11.0%	
TOTAL	56+	100.0%	

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na not available

SANTA BARBARA-SANTA MARIA-LOPOC (MSA)

LOMPOC

Santa Barbara County	No. of Stores	Market Share	Principal Supplier
CHAIN SUPERMARKETS:		89.0%	
William Bros.	3	54.0	Certified Grocers, Los Angeles, CA
Lucky	1	35.0	Own, Buena Park, CA
INDEPENDENT SUPERMARKETS:		6.0%	
Scolaris	1	6.0	na
CONVENIENCE STORES:		4.0%	
7-Eleven	3	3.0	A.M. Lewis, Northridge, CA
Circle K	1	1.0	A.M. Lewis, Northridge, CA
OTHER GROCERY STORES:		1.0%	
Commissary (Vanderberg Air Force Base)	1	1.0	Buy Direct
TOTAL	10	100.0%	

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na not available

SANTA BARBARA

LEADING STORES:	*	**	
Albertson's	1		Own, Brea, CA
Alpha Beta	1		Own, La Habra, CA
Lucky's	7		Own, Buena Park, CA
Safeway	3		Own, Downey, CA
Santa Cruz	2		Certified Grocers, Los Angeles, CA
Vons	1		Own, El Monte, CA
OTHER GROCERY STORES	na		
TOTAL	15+	**	

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na not available

* These figures are "in house" estimates.

** Share of Market Data is unobtainable.

SANTA MARIA

LEADING STORES:	*	**	
Lucky	3		Own, Buena Park, CA
Safeway	1		Own, Downey, CA
Williams Bros.	4		Certified Grocers, Los Angeles, CA
OTHER GROCERY STORES	na		
TOTAL	8+	**	

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na not available

* These figures are "in house" estimate

**Share of Market Data is unobtainable.

SANTA CRUZ* (PMSA)

Santa Cruz County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		66.0%	
Safeway	6	34.0	Own, Fremont, CA
Albertson's	3	13.0	Own, San Leandro, CA
Alpha Beta	2	8.0	Own, Milpitas, CA
Lucky	2	6.0	Own, Fremont, CA
Nob Hill	2	5.0	Own, Gilroy, CA
VOLUNTARY &/OR COOPERATIVE GROUPS:		8.0%	
Speedee/7-Eleven (C)	10	3.0	na
Big T Supermarkets	2	2.5	United Grocers, Richmond, CA
Quick Stop (C)	8	1.5	United Grocers, Richmond, CA
Lucky 7 (C)	1	1.0	na
LEADING INDEPENDENTS:		17.0%	
Shoppers Corner	1	5.0	Mutual, Richmond, CA
De Luxe Foods	2	4.0	Kockos Bros., San Francisco, CA
MacDonald's	1	3.0	Mutual, Richmond, CA
Opal Cliffs	1	2.0	United Grocers, Richmond, CA
Zanotto's	1	2.0	United Grocers, Richmond, CA
Daylite Market	1	1.0	United Grocers, Richmond, CA
OTHER GROCERY STORES	51	9.0%	
TOTAL	94	100.0%	

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na not available

(C) Convenience Stores

* According to our contact, Santa Cruz has experienced no changes since last year.

Note: Above information kindly provided by "The Santa Cruz Sentinel".

SANTA ROSA - PETALUMA (PMSA)

Sonoma County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
A&B	3		na
Albertson's	4		Fleming, Fremont, CA
Alpha Beta	3		Fleming, Fremont, CA
Farmer's Market	1		Market Wholesale, Fresno, CA
Food 4 Less	1		Fleming, Fremont, CA
Lucky	3		Own, San Leandro, CA
Petrini	1		Own, San Francisco, CA
Raley's	2		Fleming, Sacramento, CA
Safeway	6		Own, Fremont, CA
OTHER GROCERY STORES	na		
TOTAL	24+	**	

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na not available

* These figures are "in house" estimates.

** Share of Market Data is unobtainable.

STOCKTON (MSA)

San Joaquin County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		*	
Food 4 Less	1		Nash Finch, Denver, CO
Frys	3		Own, El Sabrante, CA
Lucky Stores	2		na
Pak N Save	1		na
Safeway	2		Own, Sacramento, CA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Big T Supermarkets	4		na
LEADING INDEPENDENTS:			
Big Value	1		United Grocers, Sacramento, CA
Centromart	5		Market Wholesale, Modesto, CA
Don Quick Stores	1		Own, Houston, TX
Giant Save	1		Market Whls., Modesto, CA
Podestos	1		na
Save Mart	3		United Grocers Ltd., Sacramento, CA
Segarinis	1		United Grocers Ltd., Sacramento, CA
LEADING CONVENIENCE STORE CHAINS:			
Circle K	3		na
Quik Stop Markets	5		United Grocers Ltd., Sacramento, CA
7-Eleven	7		na
TOTAL	41	*	

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na not available

* Share of Market Data is unobtainable.

VALLEJO - FAIRFIELD - NAPA (PMSA)

Napa and Solano Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:			
Albertson's	2	**	Fleming, Fremont, CA
Alpha Beta	1		Fleming, Milpitas, CA
Farmer's Market	1		Market Wholesale, Napa, CA
Food Fair	2		na
Fry's	1		Own, El Sabrante, CA
Lucky's	3		Own, San Leandro, CA
Raley's	2		Market Wholesale, Napa, CA
Safeway	6		Own, Fremont, CA
Vallerga's	3		Market Wholesale, Napa, CA
OTHER GROCERY STORES	na		
TOTAL	21+	**	

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na not available

* These figures are "in house" estimates.

** Share of Market Data is unobtainable.

VISALIA-TULARE-PORTERVILLE (MSA)

Tulare County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Alpha Beta	1		Own, Sacramento, CA
Best Buy Market	1		Nickel's Payless, Visalia, CA
Budget Foods	1		na
Fairway	3		na
Food 4 Less	1		Junito Market, Inc., Sacramento, CA
Food King	1		na
Lucky	1		Own, San Leandro, CA
Save Mart	3		Certified Grocers, Los Angeles, CA
Smith's	1		na
Town & Country	1		na
Von's	1		Own, Los Angeles, CA
Young's	3		Certified Grocers, Los Angeles, CA
OTHER GROCERY STORES	na		
TOTAL	18	**	

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na not available

* These figures are "in-house" estimates.

** Share of Market Data is unobtainable.

WALNUT CREEK

Contra Coasta County	No. of Stores	% of Market Share*	Principal Supplier
LEADING STORES:		*	
Alpha Beta	1		Own, Milpitas, CA
Lucky Food Stores	1		Own, San Leandro, CA
Petrini's	1		Fleming Co., Inc., Fremont, CA
Safeway	4		Own, Fremont, CA
7-Eleven (C)	4		Southland Corp., Pleasanton, CA
OTHER GROCERY STORES	na		
TOTAL	11+	*	

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na not available
(C) Convenience Store
* Share of Market Data is unobtainable.

YUBA CITY-MARYSVILLE (MSA)

Suthera and Yuba Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Food 4 Less	4		Fleming, Fremont, CA
Holiday	3		Market Wholesale, Fresno, CA
Lucky	1		Own, San Leandro, CA
Safeway	1		Own, Fremont, CA
OTHER GROCERY STORES	na		
TOTAL	9+	**	

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na not available
* These figures are "in-house" estimates.
** Share of Market Data is unobtainable.

BOULDER-LONGMONT (PMSA)

BOULDER

Bounty County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		74.0%	
King Soopers	3	30.0	Own, Denver, CO
Safeway	2	26.0	Own, Denver, CO
Albertson's	1	15.0	McLane Western, Denver, CO
Duffy's IGA	1	3.0	na
7-Eleven (C)	7	**	McLane Western, Denver, CO
LEADING INDEPENDENTS:		7.0%	
Alfelfa's Pearl St. Market	2	7.0	Assoc. Grocers, Denver, CO
Bova's Pantry	1	**	Assoc. Grocers, Denver, CO
Cornucopia	1	**	Assoc. Grocers, Denver, CO
Country Store	1	**	Assoc. Grocers, Denver, CO
Ideal	1	**	Assoc. Grocers, Denver, CO
North Village Market	1	**	Affiliated Foods, Norfolk, NE
Ray's	1	**	Meats Only-Swifts, Denver, CO
Steel's	1	**	Assoc. Grocers, Denver, CO
OTHER GROCERY STORES	na	19.0%	
TOTAL	23+	100.0%	

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na not available

* These figures are "in-house" estimates.

**Included in "Other Grocery Stores" percent.

Note: The above information kindly provided by "The Boulder Daily Camera".

LONGMONT

LEADING STORES	*	**	
Albertson's	1		McLane Western, Denver, CO
Corner Pantry	1		na
King Sooper	1		Own, Denver, CO
Safeway	3		Own, Denver, CO
Shoppin' Save	1		na
OTHER GROCERY STORES	na		
TOTAL	7+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

COLORADO SPRINGS+ (MSA)

El Paso County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		78.0%	
King Soopers	8	37.0	Own, Denver, CO
Safeway	10	34.0	Own, Denver, CO
Albertsons	6	7.0	Own, Denver, CO
LEADING CONVENIENCE STORE CHAINS:		6.0%	
7-Eleven	39	3.0	McLane Western, Denver, CO
Kwik Way Stores	26	2.0	Super Valu, Denver, CO
Loaf 'n Jug	11	1.0	McLane Western, Denver, CO
Circle K	4	*	McLane Western, Denver, CO
LEADING INDEPENDENTS:		7.0%	
Cubs	1	3.0	Super Valu, Denver, CO
Babe's Market	3	1.5	Super Valu, Denver, CO
Circle Super	1	1.0	City Market, Grand Junction Co.
City Supers	1	1.0	Super Valu, Denver, CO
Simms Super	1	0.5	Super Valu, Denver, CO
Black Forest Stores	1	*	Super Valu, Denver, CO
Sax	1	*	Nash Finch, Denver, CO
OTHER GROCERY STORES	na	9.0%	
TOTAL	113+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

+ According to our source, Colorado Springs has experienced no changes since last year.

Note: Above information kindly provided by "The Colorado Springs Gazette Telegraph".

FORT COLLINS-LOVELAND (MSA)

Larimer County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
AG	1		na
Albertson's	2		Own, Aurora, CO
Beavers	2		na
King Soopers	3		Dillon, Denver, CO
Safeway	3		Own, Denver, CO
Stale's	2		na
Toddy's	1		na
OTHER GROCERY STORES	na		
TOTAL	14+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

GREELEY (MSA)

Weld County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Grocery Warehouse	1		Albertson's, Aurora, CO
King Soopers	1		Dillon, Denver, CO
Safeway	3		Own, Denver, CO
Shoping Sav	1		na
Toddy's	1		na
OTHER GROCERY STORES	na		
TOTAL	7+	**	

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a not available
These figures are "in-house" estimates.
*Share of Market Data is unobtainable.

PUEBLO+ (MSA)

Pueblo County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		87.0%	
King Soopers	2	35.0	Own, Denver, CO
County Market	1	29.0	Super Valu, Denver, CO
Safeway	3	23.0	Own, Denver, CO
Kwik Way (C)	12	*	Super Valu, Denver, CO
Loaf N Jug (C)	16	*	McLane Western, Denver, CO
7-Eleven (C)	9	*	McLane Western, Denver, CO
LEADING INDEPENDENTS:		10.0%	
Chet's Markets	2	5.0	Super Valu, Denver, CO
So-Lo Discount	1	3.0	Super Valu, Denver, CO
Super Foods	3	2.0	na
Park Hill Super Duper	1	*	Super Valu, Denver, CO
OTHER GROCERY STORES	na	3.0%	
TOTAL	50+	100.0%	

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na not available

(C) Convenience Stores

+ According to our source, Pueblo has experienced no changes since last year.

* Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by "The Pueblo Chieftain".

BRISTOL (PMSA)

Parts of Hartford and Litchfield Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
A&P	2		Own, Springfield, MA
Food Mart	2		Own, Holyoke, MA
IGA	1		Bozzuto's Inc., Cheshire, CT
Shop Rite	8		Motts, East Harford, CT
Stop & Shop	1		Own, New Haven, CT
OTHER GROCERY STORES	na		
TOTAL	14+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

DANBURY (PMSA)

Parts of Fairfield and Litchfield Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
A&P	4		Own, Springfield, MA
First National	4		Own, Winsor Locks, CT
Gran Central	1		Krasdale, Stamford, CT
Grand Union	4		Own, Wayne, NJ
IGA	5		Bozzuto's Inc., Cheshire, CT
Pathmark	1		Supermarkets General, Saddlebrook, NJ
Shop Rite	1		Wakefern Food, Hartford, CT
Stop & Shop	3		Own, North Quincy, MA
Walbaums	1		Own, Holyoke, MA
OTHER GROCERY STORES	na		
TOTAL	24+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

MIDDLETOWN (PMSA)

Parts of Middlesex County	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		84.0%	
Stop & Shop	2	40.0	Own, North Haven, CT
Waldbaum's	2	20.0	Own, Holyoke, MA
Mott's ShopRite	2	12.0	Own, East Hartford, CT
Finast	2	9.0	First National, Windsor Locks, CT
Everybody's	3	3.0	Sweet Life Foods, Suffield, CT
OTHER GROCERY STORES	na	16.0%	
TOTAL	11+	100.0%	

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na not available

* These figures are "in-house" estimates.

NEW BRITAIN (PMSA)

Parts of Hartford County, Berlingtown, New Britain City, Plainville Town and Southington Town	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Finast/Edwards	2		na
Food Mart	2		Sweet Life Foods, Suffield, CT
Greenfield Warehouse Foods	2		Sweet Life Foods, Suffield, CT
Stop & Shop	1		Own, North Haven, CT
LEADING CONVENIENCE STORE CHAINS:			
Cumberland Farms	8		N. England Grocer Supply Co., Northboro, MA
7-Eleven	2		na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Bozzuto's	7		Own, Cheshire, CT
LEADING INDEPENDENTS:			
Food Bag	5		na
Gnazzo's	2		na
Shop Rite	1		Own, East Hartford, CT
Sussman's	2		Bozzuto's, Cheshire, CT
TOTAL	34	*	

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na not available
* Share of Market Data is unobtainable.

Note: Above information kindly provided by "The New Britain Herald".

NEW HAVEN-MERIDEN (MSA)

MERIDEN

Parts of Middlesex and New Haven Counties	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:			
Edwards Food Warehouse	1	*	Own, Burlington, MA
First National	2		Own, Windsor Locks, CT
Food Mart	4		Sweet Life Foods, Suffield, CT
Stop & Shop	3		Own, North Haven, CT
LEADING CONVENIENCE STORE CHAINS:			
Cumberland Farms	13		Own, Canton, MA
Dairy Mart	4		na
Dairy Farms	6		Own, Enfield, CT
Food Bag	4		Own, Kensington, CT
Wawa Foods	2		Own, Wawa, PA
Xtra Mart	3		na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop Rite	2		Own and Wakefern Food Corp., Elizabeth, NJ
LEADING INDEPENDENTS:			
Barker's Market	1		Sweet Life Foods, Suffield, CT
OTHER GROCERY STORES	na		
TOTAL	45+	*	

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na not available
* Share of Market Data is unobtainable.

Note: Above information kindly provided by "The Meriden Record-Journal".

NEW HAVEN

LEADING STORES:		54.6%	
Stop & Shop	15	36.0	Own, North Haven, CT
Pathmark	3	9.1	Supermarkets General Corp., Saddlebrook, NJ
First National	4	4.9	Own, Windsor Locks, CT
Everybody's	5	3.4	Sweet Life Foods, Hamden, CT
Greenfield's Warehouse	1	1.2	Sweet Life Foods, Plainville, CT
INDEPENDENTS	196	**	
CONVENIENCE STORES	133	**	
OTHER GROCERY STORES	na	45.4%	
TOTAL	357+	100.0%	

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na not available
* These figures are "in house" estimates. **Included in "Other Grocery Stores" percent

NEW LONDON-NORWICH (CT-RI)[1] (MSA)

Parts of New London and Windsor Counties, CT - Part of Washington County, RI	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
A&P	2		Own, Springfield, CT
Brit Bros.	1		na
First National	3		Own, Windsor Locks, CT
Shop Rite	1		Wakefern Food Corp, Elizabeth, NJ
Stop & Shop	2		Own, North Haven, CT
OTHER GROCERY STORES	na		
TOTAL	9+	**	

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na not available
* These figures are "in house" estimates.
**Share of Market Data is unobtainable.

[1] Information above covers only New London (New London/Windham Counties). Norwich, RI information was unobtainable.

NORWALK (PMSA)

Part of Fairfield County

	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Food Emporium	2		Own, Bronx, NY
Grand Union	2		Own, Mount Kisco, NY
Pathmark	1		Own, Woodbridge, NJ
Stop & Shop	2		Own, North Haven, CT
Waldbaums	2		Own, Central Islip, NY
LEADING INDEPENDENTS:			
Gregory's	1		na
Palmer's Market	1		na
Stew Leonard	1		na
Village Market	1		na
LEADING CONVENIENCE STORE CHAINS:			
Cumberland Farms	1		Own, Canton, MA
Friendly Farms	1		na
Friendly Food Market	1		na
OTHER GROCERY STORES:			
Atlantic Meat	1		Sisk & Kobotti, Stamford, CT
Manos Market	1		na
Market Basket	1		Associated Foods, Stamford, CT
Rocco's Market	1		na
Rowayton Market	1		Bozzuto's, Cheshire, CT
Tierney St. Deli	1		na
Tokeneke Market	1		na
TOTAL	23	*	

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na not available

* Share of Market Data is unobtainable.

STAMFORD (PMSA)

Part of Fairfield County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:			
A&P	2	**	Own, Springfield, MA
Bongiorno's	1		na
Finast	2		First National, Windsor Locke, CT
Grade A	2		na
Grand Central	3		na
Palmer's	2		na
OTHER GROCERY STORES	na		
TOTAL	12+	**	

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na not availble
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

WATERBURY (MSA)

Parts of Litchfield and New Haven Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
A&P	4		Own, Springfield, MA
Anthony	1		na
Edwards	1		Own, Burlington, MA
Everybody's	5		Sweet Life Foods, Hamden, CT
First National	5		Own, Windsor Locks, CT
Grand Union	1		Own, Elmwood park, NJ
Pathmark	1		Woodbridge, NJ
Pik-Kwik	1		na
Shop Rite	1		Motts, East Hartford, CT
Stop & Shop	3		Own, Boston, MA
Walsh's	1		Bozzuto's Cheshire, CT
Warehouse Foods	2		na
OTHER GROCERY STORES	na		
TOTAL	26+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

DELAWARE

WILMINGTON (DE-NJ-MD) (PMSA)

New Castle County, DE Salem County, NJ Cecil County, MD	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		67.0%	
Pathmark	4	21.0	Supermarkets General, Delran, NJ
Acme (West)	10	19.0	American Stores Co., Philadelphia, PA
Super Fresh	7	13.0	A&P, Florence, NJ
Acme (East)	3	5.0	American Stores Co., Whippany, NJ
Acme	3	4.0	Scrivner/Flickinger/Small, Philadelphia, PA
Shop Rite	1	3.0	Wakefern, Union, NJ
Valu Food	1	2.0	Wetterau, Baltimore, MD
INDEPENDENTS	18	31.0%	
OTHER GROCERY STORES	na	2.0%	
TOTAL	47+	100.0%	

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na not available

* These figures are "in-house" estimates.

BRADENTON (MSA)

Manatee Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		39.9%	
Winn Dixie	7	18.9	Own, Tampa, FL
Publix	4	14.0	Own, Lakeland, FL
Albertson's	2	3.0	Own, Orlando, FL
Foodway	4	2.0	Affiliated of Florida, Tampa, FL
Family Mart	1	1.0	Family Center, Tampa, FL
Kash 'N Karry	2	1.0	Tampa Wholesale, Tampa, FL
OTHER GROCERY STORES	na	60.1%	
TOTAL	20+	100.0%	

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na not available

* These figures are "in-house" estimates.

DAYTONA BEACH (MSA)

Volusia & Flagler Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		77.0%	
Publix	17	27.0	Own, Lakeland, FL
Winn Dixie	17	25.0	Own, Orlando, FL
Food Lion	6	16.0	na
Albertson's	1	4.0	Own, Orlando, FL
Pic N Save	6	3.0	Own, Jacksonville, FL
Goodings	2	2.0	Certified Grocers, Ocala, FL
LEADING CONVENIENCE STORE CHAINS:		10.5%	
7-Eleven	29	4.0	Southland Corp., Orlando, FL
Handyway	30	3.0	Own, Ocala, FL
Jiffy	31	1.5	Own, Miami, FL
Majik	18	1.5	Own, Tampa, FL
Little General	11	0.5	Southland Corp., Orlando, FL
LEADING INDEPENDENTS:		10.5%	
Metz	3	10.5	Certified Grocers, Tampa, FL
Pearson's (Certified)	3		Certified Grocers, Tampa, FL
Thriftway	3		Certified Grocers, Tampa, FL
Wiggins Bros.	2		Own, Lakeland, FL
OTHER GROCERY STORES	na	2.0%	
TOTAL	179+	100.0%	

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na not available

FORT MYERS-CAPE CORAL (MSA)

Lee County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Affiliated	4		Own, Tampa, FL
Albertson's	1		Own, Orlando, FL
Big John	1		na
Circle K (C)	na		na
Convenient Food Mart (C)	3		na
Family Mart	1		Family Center, Tampa, FL
Florida Choice	1		Own, Maitland, FL
Kash 'N Karry	2		Own, Tampa, FL
Lil General (C)	2		na
Minit Shops (C)	5		na
Publix	15		Own, Jacksonville, FL
7-Eleven (C)	15		na
U Sav	5		B&B Cash Grocery Stores, Tampa, FL
Winn-Dixie	19		Own, Tampa, FL
OTHER GROCERY STORES	na		
TOTAL	74+	**	

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na not available
(C) Convenience Stores.
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

FORT PIERCE (MSA)

Martin and St. Lucie County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Albertson's	1		Super Food Services, Orlando, FL
Associated Grocers	4		Own, Miami, FL
Bob & Ed's	1		na
Great Valu	1		Assoc. Grocers, Miami, FL
Publix	4		Own, Miami, FL
Winn-Dixie	7		Own, Pompano Beach, FL
OTHER GROCERY STORES	na		
TOTAL	18+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

FORT WALTON BEACH (MSA)

Okaloosa County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
A&P	1		Own, New Orleans, LA
Delchamps	5		Own, Montgomery, AL
Food World	2		Bruno's, Birmingham, AL
Winn Dixie	5		Own, Montgomery, AL
LEADING INDEPENDENTS:			
Cost Chopper	1		na
IGA Foodliner	1		na
Kelley's IGA	3		na
Penn Max	3		na
LEADING CONVENIENCE STORE CHAINS:			
Circle K	3		na
Jr. Food Stores	8		na
Ritz	8		na
7-Eleven	9		na
Tom Thumb	31		na
OTHER GROCERY STORES			
Enrico's Italian Market	na		na
Enrie's Meat Market	na		na
Kelley's Deli & Market	na		na
Village Supermarket	na		na
TOTAL	80+	*	

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na not available

* Share of Market Data is unobtainable.

GAINSVILLE (MSA)

Alachua and Bradford Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		86.0%	
Winn Dixie	4	40.0	Own, Jacksonville, FL
Publix	6	36.0	Own, Lakeland, FL
Albertson's	1	10.0	Own, Jacksonville, FL
Food 4 Less	1	**	Fleming Foods, Geneva, FL
Kash & Karry	2	**	Own, Geneva, AL
Pic 'N Sav	4	**	Own, Jacksonville, FL
Thriftway	1	**	Certified Grocers of Florida, Ocala, FL
OTHER GROCERY STORES	na	14.0%	
TOTAL	19+	100.0%	

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na not available

* These figures are "in-house" estimates.

**Included in "Other Grocery Stores" percent.

JACKSONVILLE (MSA)

Clay, Duval, Nassau, St. Johns Counties	No of Stores	% of Market Share	Principal Supplier
LEADING NATIONAL CHAINS:		84.0%	
Winn Dixie	41	37.0	Own, Jacksonville, FL
Publix	19	24.0	Own, Jacksonville, FL
Albertson's	6	9.0	Super Food of Orlando, Orlando, FL
Welcome	3	9.0	Direct Delivery
Food Lion	8	5.0	Own, Green Cove Springs, FL
OTHER CHAINS:		4.0%	
Affiliated of Florida (Foodway)	20	1.0	Own, Tampa, FL
Pic N' Save[1]	2	1.0	Own, Jacksonville, FL
Sam's Wholesale	2	1.0	na
Souds (IGA)	4	1.0	Higdon Grocery Co., Quincy, FL
CONVENIENCE STORES:		10.0%	
Lil' Champ	131	4.0	Certified Grocers, Ocala, FL
Huntley Jiffy (includes Day-N-Nite)	144	3.0	Certified Grocers, Ocala, FL
Gate (previously Kangaroo or or Zippy Mart)	35	1.0	Own, Jacksonville, FL
Majik Markets	27	1.0	Manford, Inc., Atlanta, GA
7-Eleven	30	1.0	Southland Corp., Orlando, FL
COMMISSARIES	3	1.0%	
ALL OTHERS	na	1.0%	
TOTAL	475+	100.0%	

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na not available

[1] Stores with full grocery facilities.

Note: Above information kindly provided by "The Florida Times-Union & Jacksonville Journal".

LAKELAND-WINTER HAVEN (MSA)

Polk County	No of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Albertson's	1		Own, Jacksonville, FL
Food World	2		Publix, Lakeland, FL
Jewel T	1		na
Kash & Karry	2		Own, Tampa, FL
Minit Shop (C)	10		na
Pantry Pride	1		na
Publix	7		Own, Lakeland, FL
Winn-Dixie	4		Own, Jacksonville, FL
OTHER GROCERY STORES	na		
TOTAL	28+	**	

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na not available
(C) Convenience Stores
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

MELBOURNE-TITUSVILLE-PALM BAY[1] (MSA)

Brevard County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Albertson's	1		Own, Jacksonville, FL
Florida Choice	7		Affiliated of Florida, Maitland, FL
Mr. Grocer	14		na
Publix	13		Own, Lakeland, FL
Winn-Dixie	16		Own, Tampa, FL
LEADING CONVENIENCE STORES:			BUYING OFFICES
Cumberland Farms	8		Own, Canton, MA
Jiffy	34		Huntley, Orange Park, FL
Majik	29		Own, Brandon, FL
7-Eleven	27		Southland Corp., Orlando, FL
Zippy Mart	16		Own, Rocky Mount, NC
OTHER GROCERY STORES	na		
TOTAL	165+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

[1] Information above covers only Melbourne. Information on Titusville & Palm Bay were was unobtainable.

NAPLES (MSA)

Collier County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:*		70.0%	
Publix	7	35.0	Own, Lakeland, FL
Winn Dixie	7	30.0	Own, Orlando, FL
Kash N' Karry	1	5.0	Tampa Wholesale, Tampa, FL
LEADING INDEPENDENTS:			
Bennett's Food Store	1	**	na
Wynn's Family Market	1	**	na
LEADING CONVENIENCE STORES:			
Circle K	4	**	Own, Mango, FL
Gulfshore Gourmet	1	**	na
Lil' General	3	**	Own, Orlando, FL
7-Eleven	15	**	Southland Corp., Orlando, FL
Shop 'N Go	10	**	Own, Mango, FL
Stoney's	4	**	na
OTHER GROCERY STORES	na	30.0%	
TOTAL	54+	100.0%	

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na not available

* Florida Choice will be going out of business.

**Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by "The Naples Daily News".

OCALA (MSA)

Marion County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Alaco	2		na
Florida Choice	2		Own, Maitland, FL
Goodings	1		na
Kash N' Karry	2		Own, Geneva, AL
Publix	3		Own, Lakeland, FL
Russells	1		na
Winn Dixie	8		Own, Jacksonville, FL
OTHER GROCERY STORES	na		
TOTAL	19+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

PANAMA CITY (MSA)

Bay County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Albertson's	1		Lewis-Bear, Pensicola, FL
Delchamps	2		na
Food World	3		Bruno's Inc., Birmingham, AL
Piggly Wiggly	3		Fleming Foods, Geneva, AL
Winn Dixie	6		Own, Jacksonville, FL
LEADING INDEPENDENTS:			
Sunshine	4		Higdon Grocery Co., Cairo, GA, & local vendors
LEADING CONVENIENCE STORES:			
Sunshine Jr.	345		Own, Panama City, FL
TOTAL	364	*	

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na not available

* Share of Market Data is unobtainable.

PENSACOLA (MSA)

Escambia and Santa Rosa Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
A&P	3		Own, New Orleans, LA
Albertson's	2		Lewis-Bear, Pensicola, FL
Barnes	13		na
Delchamps	9		Own, Mobile, AL
IGA	2		na
Piggly Wiggly	4		Fleming Foods, Geneva, AL
Sak-N-Sav	1		na
Winn Dixie	9		Own, Jacksonville, FL
OTHER GROCERY STORES	na		
TOTAL	43+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

SARASOTA (MSA)

Sarasota County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Albertson's	1		Own, Miami, FL
Great Scott	1		na
Kash 'N Karry	2		Tampa Wholesale, Tampa, FL
Panty Pride	5		na
Publix	8		Own, Lakeland, FL
SupeRx Food	2		na
Winn Dixie	10		Own, Jacksonville, FL
OTHER GROCERY STORES	na		
TOTAL	29+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

TALLAHASSEE (MSA)

Gadsden and Leon Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		70.0%	
Publix	5	35.0	Own, Lakeland, FL
Winn Dixie	6	20.0	Own, Jacksonville, FL
Albertson's	2	15.0	Lewis Bear, Pensacola, FL
Dixie Food Stores (C)	6	*	na
Food 4 Less	2	*	Fleming Foods, Geneva, FL
Harvey's Supermarket	2	*	J.H. Harvey Co., Nashville, TN
Hoggly-Woggly	3	*	Lewis Bear, Pensacola, FL
Inland Food Stores (C)	7	*	na
Jr. Food Stores (C)	12	*	na
Magic Markets (C)	15	*	Own, Jacksonville, FL
Sing Stores	9	*	Higdon Grocery, Quincy, FL
South Georgia Grocery (C)	12	*	na
Swanee Swifty	24	*	Higdon Grocery, Quincy, FL
LEADING INDEPENDENTS:			
Gary's IGA	2	*	Higdon Grocery, Quincy, FL
Harvest Market	1	*	Higdon Grocery, Quincy, FL
RIO	11	*	na
Sam's Wholesale Warehouse	1	*	na
OTHER GROCERY STORES	na	30.0%	
TOTAL	120+	100.0%	

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na not available

* Stores percent included in "Other Grocery Stores" percent.

(C) Convenience Stores

Note: Information kindly provided by "The Tallahassee Democrat".

WEST PALM BEACH-BOCCA RATON-DELRAY BEACH[1] (MSA)

Palm Beach County	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		88.0%	
Publix Super Markets	30	40.0	Own, North Miami, FL
Winn Dixie	41	34.0	Own, Pompano Beach, FL
Albertson's	2	6.0	Super Food Service, Inc., Orlando, FL
Pantry Pride/Sun Supermarkets	7	5.0	Malone & Hyde Inc., Pompano Beach, FL
Florida Choice	1	3.0	Affiliated of Florida, Maitland, FL
OTHER GROCERY STORES**	na	12.0%	
TOTAL	81+	100.0%	

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na not available

* These figures are "in house" estimates.

**Includes Convenience Stores.

[1] Information above does not include statistics on Delray Beach.

LBANY (MSA)

ougherty and Lee Counties	No. of Stores*	% of Market Share**	Principal Supplier
EADING STORES:		**	
Family Mart	1		na
Food 4 Less	1		na
Harvey's	5		na
Piggly Wiggly	5		Own, Vidalia, GA
Winn Dixie	2		Own, Atlanta, GA
THER GROCERY STORES	na		
TOTAL	14+	**	

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a not available

These figures are "in-house" estimates.

*Share of Market Data is unobtainable.

ATHENS (MSA)

Clarke, Jackson, Madison, Oconee Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Bilo	2		**Own, Mauldin, SC**
Food Lion	2		**Own, Salisbury, NC**
Ingles	1		**Own, Asheville, NC**
Kroger	2		**Own, Atlanta, GA**
Piggly Wiggly	1		**Own, Vidalia, GA**
Winn Dixie	3		**Own, Atlanta, GA**
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Eli Whitt Co.	1		na
Gold Kist	1		na
McLane Southeast	1		na
LEADING INDEPENDENTS:			
Bell's Goods	6		na
Family Food	1		na
LEADING CONVENIENT STORE CHAINS:			
Bread Basket	2		na
Golden Pantry	61		Own, Athens, GA
Majik Market	4		Munford Inc., Atlanta, GA
Rusty's	2		na
Starvin' Marvin	2		na
Target Store	2		na
TOTAL	94	*	

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na not available
* Share of Market Data is unobtainable.

AUGUSTA (GA-SC) (MSA)

Columbia, McDuffie & Richmond Counties-GA Arken County-SC	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		95.0%	
Kroger	5	29.0	Own, Atlanta, GA
Bilo	5	22.0	Own, Mauldin, SC
Winn Dixie	6	17.0	Own, Taylors, SC
Food Lion	5	15.0	Own, Salisbury, NC
Piggly Wiggly	5	12.0	Own, Chalreston Heights, SC
LEADING INDEPENDENTS:		1.0%	
Gurley's	8	1.0	Own, Harlem, GA
LEADING CONVENIENCE STORE CHAINS:			
7-Eleven	na	*	The Southland Corp., Orlando, FL
OTHER GROCERY STORES	14	4.0%	
TOTAL	48+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

COLUMBUS (GA-AL) (MSA)

Chattahoochee and Muscogee Counties, GA Russell County, AL	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
A&P	3		Own, Atlanta, GA
Big Bay	2		Assoc. Groc., College Park, GA
Goolsby Foods	14		Preacher Goolsby, Inc., Columbus, GA
IGA Foodliner	2		Quick Thrift Food, Inc., Marietta, GA
Jones	3		na
Kwik-Chek	3		JTM Corp., Phoenix City, AL
Piggly Wiggly	10		Own, Charleston, GA
Sav-U	4		na
South Star	5		JTM Corp., Phoenix City, AL
Super Foods	3		Quick Thrift Food, Inc., Marietta, GA
OTHER GROCERY STORES	na		
TOTAL	49+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

MACON-WARNER ROBINS (MSA)

Bibb, Houston, Jones and Peach Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Big Star	1		Grand Union Co., East Point, GA
Bi Lo	4		Own, Mauldon, GA
Family Mart	1		A&P Co., Inc., Charlotte, NC
Kroger	5		Own, Atlanta, GA
Piggly Wiggly	14		Own, Vidalia, GA
Red & White (Neal's)	1		Timberlake Groc Co., Macon, GA
Winn-Dixie	1		Own, Atlanta, GA
OTHER GROCERY STORES	na		
TOTAL	27+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

SAVANNAH (MSA)

Chatham and Effingham Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		94.5%	
M & M	8	45.0	Own, Savannah, GA
Piggly Wiggly	8	21.0	Own, Charleston, SC
Gurley's	6	16.5	Wetterau, Inc., Charleston, SC
Kroger-Sav On	2	12.0	Own, Atlanta, GA
Food Lion	2	**	Own, Salisbury, NC
Red & White	1	**	Wetterau, Inc., Charleston, SC
OTHER GROCERY STORES	na	5.5%	
TOTAL	27+	100.0%	

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na not available

* These figures are "in-house" estimates.

**Included in "Other Grocery Stores" percent.

HONOLULU (MSA)

Honolulu County	No. of Stores	% of Market Share	Principal Supplier
LEADING STORES:		92.6%	
Foodland	28	22.8	Fleming Foods, Honolulu, HI
Safeway	13	17.0	Own, Freemont, CA
Times	14	13.4	Own, Honolulu, HI
Star	9	10.0	Certified, Los Angeles, CA
Daiei/Holiday Mart	4	5.7	Certified, Los Angeles, CA
KTA	4	5.3	Y. Hata & Co., Ltd., Hilo, HI
ABC Stores	28	4.0	na
7-Eleven	36	3.3	Southland Corp., Pleasanton, CA
Sure Save	4	2.6	Y. Hata & Co., Ltd., Hilo, HI
Big Save	8	1.4	Certified, Los Angeles, CA
Food Fair	2	1.4	Y. Hata & Co., Ltd., Hilo, HI
Ooka	1	1.0	na
Nagasako	1	.8	na
Okimoto	2	.8	na
Tamura	1	.8	na
Haleiwa	1	.5	na
P&P	1	.5	na
Pay 'n Save	12	.5	na
Big Way	2	.4	na
Gibson's	1	.4	na
OTHER GROCERY STORES	na	7.4%	
TOTAL	172+	100.0%	

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na not available

BOISE CITY (MSA)

Ada County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		59.0%	
Albertson's	11	30.0	Own, Boise, ID
Smith's Food King	3	15.0	Own, Layton, UT
M & W	4	9.0	Assoc. Food Stores, Boise, ID
Circle K (C)	18	3.0	Own, Boise, ID**
7-Eleven (C)	12	2.0	Southland Corp., Englewood, CO**
OTHER GROCERY STORES	na	41.0%	
TOTAL	48+	100.0%	

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na not available

* These figures are "in-house" estimates.

** These are Buying Office locations; Principal Supplier info was not available.

***Included in "Other Grocery Stores" percent.

MOSCOW/PULLMAN (ID-WA)

Latah County, ID and Whitman County, WA	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Rosauers	3		Own, Spokane, WA
Safeway Superstores	2		Own, Seattle, WA
Tidyman's Warehouse Foods	1		West Coast Grocery Co., Spokane, WA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Dissmore's IGA	1		West Coast Grocery Co., Spokane, WA
Empire Foods	2		West Coast Grocery Co., Spokane, WA
Finch's	1		na
Modernway (Thrift)	1		West Coast Grocery Co., Spokane, WA
LEADING CONVENIENCE STORES:			
Circle K	2		na
Sunset Mart	2		na
OTHER GROCERY STORES	na		
TOTAL	15+	*	

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na not available

* Share of Market Data is unobtainable.

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AURORA-ELGIN (PMSA)

AURORA

Kane and Kendall Counties Whitman County, WA	No. of Stores	% of Market Share	Principal Supplier
ALL CHAIN SUPERMARKETS:		75.0%	
Eagle Foods	7	35.0	Own, Rock Island, IL
Jewel	8	25.0	Own, Melrose Park, IL
Dominick's	3	15.0	Own, Northlake, IL
ALL INDEPENDENT SUPERMARKETS:		13.0%	
Blue Goose	1	3.0	Certified Grocers, Chicago, IL
Daninos	1	3.0	Central Grocers, Franklin Park, IL
Walts	4	3.0	na
Frank's	2	2.0	na
Buy Rite	2	1.0	Central Grocers, Franklin Park, IL
Super Saver	1	1.0	Scot Lad, Lansing, IL
ALL CONVENIENCE STORES:		8.0%	
Amoco	na	8.0	Southland Corp., Dallas, TX
Phillips Co.	8		Midwest Foods, Location Unknown
7-Eleven	3		Southland Corp., Dallas, TX
White Hen Pantry	4		Jewel Foods, Melrose Park, IL
OTHER GROCERY STORES		4.0%	
Boulder Hill Foods	na	1.0	Certified Grocers, Chicago, IL
Buckleys	na	1.0	na
Michaels Bros.	1	1.0	Certified Grocers, Chicago, IL
Priscos	1	1.0	Central Grocers, Franklin Park, IL
TOTAL	46+	100.0%	

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a not available

ote: Above information kindly proved by "The Aurora Beacon-News".

ELGIN

EADING STORES:	*	**	
Dominicks	1		Own, Northlake, IL
Eagle	4		Own, Rock Island, IL
Grosner's	1		na
Jewel	3		Own, Melrose Park, IL
K-Mart	1		na
7-Eleven	5		Southland Corp., Dallas, TX
THER GROCERY STORES	na		
TOTAL	15+	**	

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a not available

These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

BLOOMINGTON-NORMAL (MSA)

McLean County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Aldi Discount Foods	1		na
Eagle Foods	1		Own, Milan, IL
Jewel Food Stores	3		Own, Melrose Park, IL
Kroger	3		Own, Indianapolis, IN
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Cub Foods	1		J.M. Jones, Champaign, IL
IGA	19		J.M. Jones, Champaign, IL
LEADING INDEPENDENTS:			
Diana Foods	1		Jewel Foods, Melrose Park, IL
OTHER GROCERY STORES	na		
TOTAL	29+	*	

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na not available

* Share of Market Data is unobtainable

CHAMPAIGNE-URBANA-RANTOUL[1] (MSA)

Champaign County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Eagle Foods	3		Own, Milan, IL
Jewel	3		Own, Melrose Park, IL
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Diana Foods	2		Chris Hoerr & Sons, East Peoria IL
IGA	3		J.M. Jones Co. Inc., Champaign, IL
LEADING INDEPENDENTS:			
Colonial Pantry	4		Southland Corp., Champaign, IL
Convenient Food Mart	3		Southland Corp., Champaign, IL
County Market	2		J.M. Jones, Champaign, IL
Richards	1		J.M. Jones, Champaign, IL
7-Eleven	2		Southland Corp., Champaign, IL
White Hen Pantry	5		Chris Hoerr & Sons, East Peoria, IL
OTHER GROCERY STORES	7		
TOTAL	35	*	

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* Share of Market Data is unobtainable.

[1] Information on Rantoul market is not available.

DAVENPORT-ROCK ISLAND-MOLINE (IA-IL) (MSA)

Henry, Sand, Rock Island Counties, IL Scott County, IA	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		90.9%	
Eagle	12	44.3	Lucky Stores (MW Divs.), Milan, IL
Hy-Vee	5	19.8	Own, Chariton, IA and Nash Finch, Cedar Rapids, IA
Jewel	5	18.4	Own, Chicago, IL
Aldi Discount Foods	4	4.4	Own, Chicago, IL
Easter Foods	1	1.5	Super Valu, Des Moines, IA
Food 4 Less	1	1.5	Chris Hoerr, Peoria, IL
Jovan Foods	1	1.0	na
VOLUNTARY &/OR COOPERATIVE GROUPS		4.1%	
Jack & Jill Stores	4	1.6	Nash Finch, Cedar Rapids, IL
Royal Blue	4	1.5	Farm House Foods, Davenport, IA
Super Valu Stores	2	1.0	Own, Des Moines, IA
LEADING INDEPENDENTS:		3.7%	
7-Eleven (C)	24	2.7	na
Convenient Stores (C)	9	1.0	na
OTHER GROCERY STORES	15	1.3%	
TOTAL	87	100.0%	

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na not available
(C Convenience Stores

Note: Above information kindly provided by "The Moline Dispatch/The Rock Island Argus".

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DECATUR (MSA)

Macon County	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		86.0%	
Cub Foods	1	27.0	J.M. Jones, Champaign, IL
Eagle	3	19.0	Own, Milan, IL
Jewel	3	19.0	Own, Champaign, IL
Kroger	3	15.0	Own, St. Louis, MO
Kennedy's	3	6.0	J.M. Jones, Champaign, IL
OTHER GROCERY STORES	na	14.0%	
TOTAL	13+	100.0%	

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na not available

* These figures are "in-house" estimates.

JOLIET (PMSA)

Grundy and Will Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		86.2%	
Jewel Foods	5	24.3	Own, Melrose Park, IL
Cub	1	22.7	J.M. Jones, Champaigne, IL
Dominick	1	20.8	Own, Northlake, IL
Eagle	4	13.3	Own, Milan, IL
Aldi Discount Foods	1	5.1	Own Batavia, IL
LEADING INDEPENDENTS:		8.3%	
Certified	2	8.3	na
Economy	2	*	na
Hansen's Red Fox	1	*	Chris Hoerr & Sons, East Peoria, IL
Mitchells	1	*	na
Parks Bros.	1	*	na
OTHER GROCERY STORES	2	5.5%	
TOTAL	21	100.0%	

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na not available
* Included in "Other Grocery Stores" percent.

KANKAKEE (MSA)

Kankakee County	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		63.0%	
Jewel	2	32.0	Own, Melrose Park, IL
Eagle	2	18.0	Own, Milan, IL
Kroger	1	13.0	Own, St. Louis, MO
Thrif-T-Mart	3	**	Scot Lad Foods, Inc., Lansing, IL
OTHER GROCERY STORES	na	37.0%	
TOTAL	8+	100.0%	

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na not available
* These figures are "in-house" estimates.
**Included in "Other Grocery Stores" percent.

LAKE COUNTRY (PMSA)

Lake County	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		74.0%	
Jewel	15	43.0	Own, Melrose Park, IL
Eagle	6	9.0	Own, Milan, IL
Dominick's	3	7.0	Own, Northlake, IL
Cub	1	6.0	Super Valu, Stillwater, MN
Military	2	4.0	Buy Direct
Aldi	3	3.0	Own, Batavia, IL
Piggly Wiggly	2	2.0	Schultz, Sheboygan, WI
INDEPENDENTS	19	25.0%	
OTHER GROCERY STORES	na	1.0%	
TOTAL	51+	100.0%	

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na not available
* These figures are "in-house" estimates.

PEORIA (MSA)

Peoria, Tazewell and Woodford Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		89.7%	
Kroger	11	26.0	Own, Indianapolis & Peoria, IL
Red Fox	19	17.1	Chris Hoerr & Sons, E. Peoria, IL
Thompson Food Basket	8	12.6	Chris Hoerr & Sons, E. Peoria, IL
IGA	15	10.4	J.M. Jones Co., Champaign & Peoria, IL
Eagle	4	9.6	Own, Rock Island, IL
Convenient Food Mart (C)	18	4.5	Chris Hoerr & Sons, E. Peoria, IL
Randall's	1	3.5	J.M. Jones Co., Champaign Peoria, IL
Lowells	3	3.0	Own, Indianapolis, IN
Mr. K's	2	3.0	J.M. Jones Co., Champaign/ Peoria, IL
Cardinal	5	**	na
7-Eleven (C)	2	**	na
OTHER GROCERY STORES	na	10.3%	
TOTAL	88+	100.0%	

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na not available
(C) Convenience Stores
* These figures are "in-house" estimates.
**Included in "Other Grocery Stores" percent.

ROCKFORD (MSA)

oone and Winnebago County	No. of Stores*	% of Market Share**	Principal Supplier
EADING STORES:		**	
Aldi Discount Foods	2		Own, Batavia, IL
Eagle	5		Own, Milan, IL
Hilander	4		Certified Grocers Midwest, Chicago, IL
IGA	13		M. Loeb & Co., Elk Grove, IL
Logli	4		na
Magna	1		na
Pacemaker	4		na
THER GROCERY STORES	na		
TOTAL	33+	**	

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a not available

These figures are "in-house" estimates.

*Share of Market Data is unobtainable.

SPRINGFIELD (MSA)

enard and Sangamon County	No. of Stores*	% of Market Share*	Principal Supplier
EADING CHAINS:		90.3%	
Jewel	4	22.0	Own, Champaign, IL
Shop 'N Save	3	22.0	Wetterau Foods, St. Louis, MO
National Food Store	3	20.0	Own, Rosemont, IL
Eagle	3	13.0	Own, Rock Island, IL
Cub	1	9.0	J.M. Jones Co., Champaign, IL
Red Fox	2	2.3	Chris Hoerr & Sons, E. Peoria, IL
IGA	2	2.0	Wetterau Foods, St. Louis, MO
THER GROCERY STORES	na	9.7%	
TOTAL	18+	100.0%	

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a not available

These figures are "in-house" estimates.

ANDERSON (MSA)

Madison County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		33.0%	
Marsh	3	33.0	Own, Yorktown, IN
LEADING INDEPENDENTS:		67.0%	
Payless	5	42.0	Scot Lad, Lansing, IL
Harvest Market	3	10.0	McMahon-Lieb Co., Anderson, IN
Eavey's	1	6.0	na
Aldi Discount Foods	1	3.0	na
Murphy's	1	3.0	na
Moe's Market	2	2.0	McMahon-Lieb Co., Anderson, IN
Strong's Market	1	1.0	na
OTHER GROCERY STORES	na	ne	
TOTAL	17+	100.0%	

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na not available
ne negligible percentage

BLOOMINGTON (MSA)

Monroe County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
IGA	3		Wetterau Foods, Bloomington, IN
Jewel	2		Own, Chicago, IL
Kroger	2		Own, Indianapolis, IN
Lowells	1		Allied Grocers of IN, Indianapolis, IN
Marsh-Foodliner	2		Own, Yorktown, IN
Village Pantry	5		Marsh Super Markets, Inc., Yorktown, IN
OTHER GROCERY STORES	na		
TOTAL	15+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

ELKHART-GOSHEN (MSA)

Elkhart County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Family Fare	1		na
Kroger	4		Own, Indianapolis, IN
Martin's	4		Own, Mishawkee, IN
Maurek's IGA	2		Wetterau Foods, Bloomington, IL
W.W. Wilt's	5		Food Marketing, Ft. Wayne, IN
OTHER GROCERY STORES	na		
TOTAL	16+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

EVANSVILLE (IN-KY) (MSA)

osey, Vanderburgh and arrick Counties, IN enderson County, KY	No. of Stores*	% of Market Share**	Principal Supplier
EADING STORES:		**	
Great Scot	4		Scot Lad, Lansing, IL
Jerry's	4		na
Key	10		Creasey Co., Evansville, IN
Royal	2		J. Winkler & Sons, Dale, IN
Schnucks	2		Own, St. Louis, MO
Spaldings	5		J. Winkler & Sons, Dale, IN
Wesselman's	9		Creasey Co., Evansville, IN
THER GROCERY STORES	na		
TOTAL	36+	**	

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a not available
These figures are "in-house" estimates.
*Share of Market Data is unobtainable.

FORT WAYNE (MSA)

Allen, DeKalb and Whitley Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		13.0%	
Kroger	7	13.0	(Own) Ft. Wayne, IN
LEADING INDEPENDENTS:		76.0%	
Scotts	9	35.0	Scot Lad, Inc., Lima, OH
Rogers	11	29.0	Food Marketing, Fort Wayne, IN
Lynn's	3	9.0	Food Marketing, Fort Wayne, IN
White Swan	2	3.0	Food Marketing, Fort Wayne, IN
ALL OTHER GROCERY STORES	18	11.0%	
TOTAL	50	100.0%	

GARY-HAMMOND (PMSA)

Lake and Porter Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		46.0%	
Jewel	6	17.0	Own, Melrose Park, IL
Strack & Van Til	5	14.0	Central Groc., Highland, IN
Sterk's Super Foods	7	8.0	Certified Groc., Calument City, IL
Eagle	4	5.0	Lucky, Milan, IL
Aldi	3	2.0	Own, Batavia, IL
INDEPENDENTS	38	53.0%	
OTHER GROCERY STORES	na	1.0%	
TOTAL	63+	100.0%	

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na not available

* These figures are "in-house" estimates.

KOKOMO (MSA)

Howard and Tipton Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
County Market	1		Food Marketing, Ft. Wayne, IN
Kroger	3		Own, Indianapolis, IN
Mace's Pantry	8		na
Marsh Food Liner	2		Own, Indianapolis, IN
Standard (Nat'l.)	1		na
Whitacres	1		na
OTHER GROCERY STORES	na		
TOTAL	16+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

LAFAYETTE-WEST LAFAYETTE (MSA)

Tippecanoe County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Jewel	3		Own, Chicago, IL
Marsh Food Liner	2		Own, Indianapolis, IN
Payless	4		Own, Anderson, IN
OTHER GROCERY STORES	na		
TOTAL	9+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

MUNCIE (MSA)

Delaware County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		97.0%	
Marsh	4	50.0	Own, Yorktown, IN
Ross	4	28.0	Food Marketing, Ft. Wayne, IN
Wise	2	11.0	White Villa Foods, Dayton, OH
Eaveys	2	8.0	Certified Grocers, Indianapolis, IN
OTHER GROCERY STORES	2	3.0%	
TOTAL	14	100.0%	

SOUTH BEND-MISHAWAKA (MSA)

St. Joseph County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Circa's	2		Food Marketing, Ft. Wayne, IN
Kroger	7		Own, Indianapolis, IN
Martin's	8		Own, South Bend, IN
Park N' Shop	4		Certified Grocers of Illinois, Chicago, IL
Wilts	1		Food Marketing, Ft. Wayne, IN
OTHER GROCERY STORES	na		
TOTAL	22+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

TERRE HAUTE (MSA)

Clay and Vigo Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		84.0%	
Kroger	4	44.0	Own, Indianapolis, IN
Great Scot	2	32.0	Super Valu, Champaign, IL
No Frills	2	8.0	Safeway Stores, Inc., Indianapolis, IN
VOLUNTARY &/OR COOPERATIVE GROUPS:		1.0%	
IGA	1	1.0	Wetterau Foods, Bloomington, IL
OTHER GROCERY STORES	3	15.0%	
TOTAL	12+	100.0%	

Note: Above information kindly provided by "The Terre Haute Tribune-Star".

IOWA

CEDAR RAPIDS (MSA)

Linn County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		80.9%	
Hy-Vee	7	44.6	Own, Chariton, IA
Econo Foods	2	32.9	Nash Finch Co., Cedar Rapids, IA
Me Too Super Markets	4	3.4	Nash Finch Co., Cedar Rapids, IA
VOLUNTARY &/OR COOPERATIVE GROUPS:		10.4%	
Randall's	2	10.4	Super Valu, Des Moines, IA
CONVENIENCE STORES	na	0.7%	
OTHER GROCERY STORES	46	8.0%	
TOTAL	61+	100.0%	

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na not available

Note: Above information kindly provided by The Cedar Rapids Gazette, Inc..

DES MOINES (MSA)

Dallas, Polk and Warren Counties+	No. of Stores	% of Customer Preference*	Principal Supplier
LEADING CHAINS:		72.0%	
Hy-Vee	13	44.0	Own and Chariton Whlsl., Chariton, IA
Dahl's Food Stores	10	28.0	Super Valu, Des Moines, IA
VOLUNTARY &/OR COOPERATIVE GROUPS:		24.0%	
Super Valu	9	10.0	Own, Des Moines, IA
Food 4 Less	3	10.0	Erickson Petroleum Co., Minneapolis, MN
Sav U More	1	4.0	Own, Chariton, IA
AG	6	**	Assoc. Grocers of Iowa Des Moines, IA
Food Saver	1	**	M. & Jr. Hakes, Inc., Laurens, IA
Food World	1	**	M. & Jr. Hakes, Inc., Laurens, IA
OTHER GROCERY STORES	21	4.0%	
TOTAL	65	100.0%	

+ Above information covers only Polk County.

* Percents based on the following question: "What is the name of the food store where you do most of your major food shopping"?

**Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by "The Des Moines Register".

DUBUQUE (MSA)

Dubuque County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Aldi	1		Aldi Inc., West Burlington, IA
Eagle	3		Own, Milan, IL
Econo Foods	1		Nash Finch Co., Cedar Rapids, IA
Hy Vee	1		Own, Chariton, IA
Oky Doky	8		na
OTHER GROCERY STORES	na		
TOTAL	14+	**	

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na not available
* These figures are "in house" estimates.
**Share of Market Data is unobtainable.

IOWA CITY (MSA)

Johnson County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Eagle	3		Own, Milan, IA
Econo Foods	1		Nash Finch Co., Cedar Rapids, IA
Hy-Vee	4		Own, Chariton, IA
Randalls	2		Super Valu, Des Moines, IA
LEADING CONVENIENCE STORE CHAINS:			
Casey's	1		na
Handi-Mart	2		na
Quik-Trip	1		na
TOTAL	14	*	

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na not available

* Share of Market Data is unobtainable.

SIOUX CITY (IA-NE) (MSA)

Woodbury County, IA; Dakota County, NE	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Fareway	2		Own, Boone, IA
Food 4 Less	1		Hakes Foods, Inc. Laurens, IA
Hy-Vee	2		Own, Chariton, IA
IGA	4		na
Sunshine Food	4		Super Valu Stores, Inc., Des Moines, IA
OTHER GROCERY STORES	na		
TOTAL	13+	**	

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na not available

* The figures are "in-house" estimates.

**Share of Market Data is unobtainable.

WATERLOO-CEDAR FALLS (MSA)

Black Hawk and Bremer Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		73.0%	
Hy-Vee	5	35.0	Own, Chariton, IA
County Market	1	26.0	Own, Des Moines, IA
Food 4 Less	1	10.0	Own, Laurens, IA
Aldi Discount Foods	2	2.0	Own, Chicago, IL
VOLUNTARY &/OR COOPERATIVE GROUPS:		16.0%	
Warehouse Mart	1	11.0	Nash Finch, Cedar Rapids, IA
Bradfield's	2	3.0	Own, Des Moines, IA
Jack & Jill	1	2.0	Nash Finch, Cedar Rapids, IA
LEADING INDEPENDENTS:		7.0%	
S & S Markets	2	3.0	Assoc. Grocers, Ankeny, IA
Adams Store	1	2.0	Assoc. Grocers, Ankeny, IA
Kimball Ridge	1	2.0	Assoc. Grocers, Ankeny, IA
OTHER GROCERY STORES	55	4.0%	
TOTAL	72	100.0%	

KANSAS

LAWRENCE (MSA)

Douglas County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Aldi	1		Own, Wright City, MO
Checker's	1		na
Dillon's	3		Own, Hutchinson, KS
Food Barn	1		Safeway, Kansas City, MO
Food 4 Less	1		Assoc. Whls. Groc., Kansas City, KS
JL's	1		na
Kroger	1		na
OTHER GROCERY STORES	na		
TOTAL	9+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

TOPEKA (MSA)

Shawnee County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		32.7%	-
Dillon's	4	18.0	Own, Hutchinson, KS
Falley's	3	11.7	Asso. Whls. Grocers, Kansas City, KS
Safeway	1	3.0	Own, Kansas City, MO
Aldi	1	**	na
Food Barn	1	**	Safeway, Kansas City, MO
Food 4 Less	4	**	Fleming Co.; North Kansas Ci MO
Hypermart	1	**	na
VOLUNTARY AND/OR COOPERATIVE GROUPS:		3.9%	
IGA	2	3.9	Fleming Foods, Topeka, KS
Thriftway	7	**	Asso. Whls. Grocers, Kansas, City, KS
LEADING INDEPENDENTS:		5.0%	
Harry's IGA	7	**	na
Herman's Beef & Sausage	1	**	na
JM Bauersfeld	2	**	na
OTHER GROCERY STORES (Including Kwik Shops, E-Z Shops, 7-Eleven, Town & Country)	26	63.4%	
TOTAL	60	100.0%	

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na not available

* These figures are "in-house" estimates.

**Included in "Other Grocery Stores" percent.

Note: Above information (number of stores, principal supplier), kindly supplied by "The Topeka Capital-Journal".

WICHITA (MSA)

Butler, Harvey and Sedgwick Counties*	No. of Stores	% of Market Share**	Principal Supplier
LEADING CHAINS:		71.0%	
Dillon's	17	39.0	Own, Hutchinson, KS
Food Barn	9	18.0	Food Barn, Kansas City, MO
Skaggs Alpha-Beta	4	9.0	Fleming, Oklahoma City, OK
Aldi Discount Foods	2	**	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		5.0%	
IGA	5	4.0	Own, Kansas City, MO
AG	2	1.0	Affiliated, Tulsa, OK
LEADING INDEPENDENTS:		14.0%	
Food 4 Less	4	9.0	Assoc. Whls. Grocers, Kansas City, KS
McConnell Commissary	1	3.0	na
Leekers	3	2.0	Fleming, Kansas City, MO
Checkers	1	1.0	Fleming, Kansas City, MO
OTHER GROCERY STORES:	na	10.0%	
TOTAL	51+	100.0%	

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na not available

* Information given includes Harvey County, which according to the government list, is not part of the Wichita MSA.

**Included in "Other Grocery Stores" percent

KENTUCKY

LEXINGTON-FAYETTE[1] (MSA)

Bourbon, Clark, Fayette, Jessamine, Scott and Woodford Counties, KY	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Bestway	1		Malone & Hyde, Inc., Nicholasville, KY
Buy Low	2		na
Convenient (C)	26		Own, Louisville, KY***
Foodtown	5		Affiliated Foods, Lexington, KY
Gateway	1		na
Kroger	9		Own, Lousville, KY
Mini Mart (C)	6		Own, Bowling Green, KY***
PDQ	2		na
Pic-Pac (C)	2		Malone & Hyde, Inc., Nicholasville, KY
Randall's	6		Own, Lexington, KY
Winn Dixie	5		Own, Louisville, KY
OTHER GROCERY STORES	na		
TOTAL	65+	**	

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na not available
(C) Convenient Stores
* These figures are "in-house" estimates.
** Share of Market Data is unobtainable.
***These are locations of buying offices.

[1] Information covers Lexington only, statistics for Fayette were unobtainable.

LOUISVILLE (KY-IN) (MSA)

Bullitt, Jefferson, Oldham, and Shelby, Counties, KY Clark, Floyd and Harrison Counties, IN	No. of Stores	Share of Customers*	Principal Supplier
LEADING CHAINS:		67.0%	
Kroger	28	45.0	Own, Louisville, KY
Winn Dixie	34	22.0	Own, Louisville, KY
LEADING INDEPENDENTS:		16.25%	
Value Warehouse of Groceries	6	7.0	Malone & Hyde, Nicholasville, KY and Super Valu, Xenia, OH
Buy-Low Foods	4	4.0	Scot Lad, Lima, OH
Melton Markets	8	3.0	Malone & Hyde, Nicholasville, KY
Pic Pac	9	2.0	Malone & Hyde, Nicholasville, KY
Rite Shop Foods	2	.25+	Malone & Hyde, Nicholasville, KY
VOLUNTARY &/OR COOPERATIVE GROUPS:		5.0%	
Gateway/IGA	10	3.0	Wetterau, Bloomington, IN
Key Market	10	2.0	Wetterau, Bloomington, IN
LEADING CONVENIENCE STORE CHAINS:		.75%	
Convenient Food Mart	140	.25+	Winkler Wholesale, Dale, IN
Majik	8	.25+	na
Save-A-Step	22	.25+	(Own) Louisville, KY
OTHER GROCERY STORES	na	11.0%	
TOTAL	281+	100.0%	

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na not available

* Share of Market Data reflects customer preference.

+ These figures are our estimates, and should be used with caution.

Note: Above information (aside from + figures) kindly provided by "The Louisville Courier-Journal".

OWENSBORO (MSA)

Danviess County	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		52.8%	
Wetzel's	3	26.0	Scot Lad Foods, Inc., Eldorado, IL
Kroger	3	13.0	Own, Louisville, KY
Winn Dixie	1	6.0	Own, Louisville, KY
Pantry (C)	10	3.3	na
Convenient Food (C)	5	2.5	na
Stop 'N Go (C)	6	2.0	na
OTHER GROCERY STORES	na	47.2%	
TOTAL	28+	100.0%	

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na not availble
(C) Convenience Stores
* These figures are "in-house" estimates.

LOUISIANA

ALEXANDRIA (MSA)

Rapides County	No. of Stores	% of Volume	Principal Supplier
LEADING CHAINS:		77.7%	
Super 1 Food	1	20.8	Malone & Hyde, Monroe, LA
Delchamps	2	18.1	Own, Mobile, AL
Kroger	2	13.1	Own, Houston, TX
Winn Dixie	2	11.5	Own, New Orleans, LA
Piggly Wiggly	1	5.5	Malone & Hyde, Monroe, LA
A&P	3	3.7	Own, New Orleans, LA
Salley's	3	3.5	Malone & Hyde, Monroe, LA
Damico's	1	1.5	Lewis, Indianola, MS
OTHER GROCERY STORES	na	22.3%	
TOTAL	15+	100.0%	

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na not available
Note: Above information kindly provided by The Papert Companies, Dallas, Texas.

BATON ROUGE (MSA)

Ascension, East Baton Rouge, Livingston & West Baton Rouge Parishes	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		89.0%	
Winn Dixie	15	25.0	Own, New Orleans, LA
A&P	17	23.0	Own, New Orleans, LA
National	8	12.0	Own, Harahan, LA
Albertson's	3	9.0	Own, Orlando, FL
Associated Grocers	50	6.0	Own, Baton Rouge, LA
Blue Ribbon	8	6.0	Asso. Grocers, Baton Rouge, LA
Schwegmann	1	5.0	Own, New Orleans, LA
Delchamps	4	3.0	Own, Mobile, AL
OTHER GROCERY STORES	na	11.0%	
TOTAL	106+	100.0%	

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na not available

* These figures are "in-house" estimates.

HOUMA-THIBODAUX (MSA)

Lafourche and Terrebonne Parishes	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
A&P	2		Own, New Orleans, LA
Big Star	6		Malone & Hyde, Inc, Broussard, LA
Delchamps	1		Own, Mobile, AL
IGA	2		na
L&N Food Stores	1		na
La Food Store	2		na
National	2		Own, Harahan, LA
Rouses	1		P.A. Menard, Inc. New Orleans, LA
Super Foods	2		Own, Orlando, FL
Winn Dixie	6		Own, New Orleans, LA
OTHER GROCERY STORES	na		
TOTAL	25+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

LAFAYETTE (MSA)

Lafayette and St. Martin Parishes	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Delchamps	3		Own, Mobile, AL
Kroger	2		Own, Houston, TX
National	2		Own, Harahan, LA
Piggly Wiggly	3		Malone & Hyde, New Orleans, LA
Winn Dixie	2		Own, New Orleans, LA
OTHER GROCERY STORES	na		
TOTAL	12+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

LAKE CHARLES (MSA)

Calcasieu Parish	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Abe's	3		na
Delchamps	3		Own, Mobile, AL
Kroger	3		Own, Houston, TX
Market Basket	4		Own, Nederland, TX
Safeway	1		Own, Houston, TX
Theriaf's	11		na
Winn Dixie	2		Own, New Orleans, LA
OTHER GROCERY STORES	na		
TOTAL	27+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

MONROE (MSA)

Ouachita Parish	No. of Stores	% of Volume	Principal Supplier
LEADING CHAINS:		72.9%	
Safeway	3	23.1	Own, Little Rock, AR
A&P	3	14.1	Own, New Orleans, LA
Brookshire	3	10.2	Own, Tyler, TX
Big Star	3	8.4	Malone & Hyde, Monroe, L
County Market	1	7.0	Lewis, Indianola, MS
Budget Saver	1	6.1	Affiliated, Little Rock, AR
Piggly Wiggly	1	2.2	Malone & Hyde, Monroe, LA
Dixie Dandy's	2	1.8	Malone & Hyde, Monroe, LA
OTHER GROCERY STORES	35	27.1%	
TOTAL	52	100.0%	

Note: Above information kindly provided by The Papert Companies, Dallas, TX.

SHREVEPORT (MSA)

Bassier and Caddo Parishes	No. of Stores	% of Volume	Principal Supplier
LEADING CHAINS:		62.0%	
Brookshire	11	17.0	Own, Tyler, TX
Kroger	8	15.0	Own, Dallas, TX
Sam's Supersaver	2	8.0	Own, Monroe, LA
Albertson's-Southco	2	7.0	Waples, Dallas, TX
Price-Lo	2	7.0	Grocery Supply, Houston, TX
County Market	2	4.0	Lewis, Indianola, MS
Piggly Wiggly	2	4.0	Malone & Hyde, Monroe, LA
7-Eleven (C)	50	*	Southland Corp., Baton Rouge, LA**
OTHER GROCERY STORES	154	38.0%	
TOTAL	233	100.0%	

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* Included in "Other Grocery Stores" percent.

**This is the Buying Office Location.

Note: Above information kindly provided by The Papert Companies, Dallas, TX.

MAINE

BANGOR (MSA)

Parts of Penobscot and Waldo Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		56.0%	
Shop'N Save Supermarkets and Super Stores	27	49.0	Hannaford Bros., Scarborough, ME
Shaw's Super Store	2	7.0	Shaw's East, Bridgewater, MA
VOLUNTARY &/OR COOP GROUPS:		37.0%	
IGA Stores	36	18.0	Milliken-Tomlinson Co., South Portland, ME
Associated Grocers	160	15.0	Own, South Gardiner, ME
Yankee Grocers	9	3.0	Associated Grocers Co., South Gardiner, ME
Thriftway	7	1.0	Associated Grocers Co., South Gardiner, ME
OTHER GROCERY STORES	310	7.0%	
TOTAL	551	100.0%	

Note: Above information kindly provided by "The Bangor Daily News".

LEWISTON-AUBURN (MSA)

Part of Androscoggia County	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		37.0%	
Shaw's	2	20.0	Own, East Bridgewater, MA
Shop-N-Save	3	17.0	Hannaford Bros., Co., Scarborough, ME
OTHER GROCERY STORES	na	63.0%	
TOTAL	5+	100.0%	

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na not availble

* These figures are "in-house" estimates.

PORTLAND (MSA)

Parts of Cumberland and York Counties,	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
IGA	2		Wetterau Foods, Porland, ME
Shaw's	7		Own, East Bridgewater, MA
Shop-N-Save	7		Hannaford Bros., Co., Scarborough, ME
OTHER GROCERY STORES	na		
TOTAL	16+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

MARYLAND

CUMBERLAND (MD-WV) (MSA)

Allegany County, MD and Mineral County, WV	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Acme	1		Own, Philadelphia, PA
Martins	2		Own, Carlisle, PA
Super Fresh	5		Own, Baltimore, MD
VOLUNTARY &/OR COOP GROUPS:			
Economy Grocers	26		Own, Cumberland, MD
Independent Grocers	5		Gateway Foods, Huntingdon, PA
LEADING INDEPENDENTS:			
County Market	1		Super Valu, Greensburg, PA
Giantsville Foodland	1		Fox Grocery Co., Belle Vernon, PA
Shop 'N Save	1		Super Valu, Greensburg, PA
Tommy's Market	1		Fox Grocery Co., Belle Vernon, PA
LEADING CONVENIENCE STORE CHAINS:			
Dairy Mart	6		na
7-Eleven	2		Own, Winchester, VA
Sheetz Kwik Shoppers	1		Economy Wholesale Grocers, Altoona, PA
OTHER GROCERY STORES	37		
TOTAL	89	*	

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na not available
* Share of Market Data is unobtainable.

HAGERSTOWN (MSA)

Washington County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		43.0%	
Martin's	3	33.0	Giant Food, Carlisle, PA
Weis	2	9.0	Own, Sunbury, PA
A&P	2	1.0	Own, Baltimore, MD
7-Eleven (C)	4	*	M. Loeb Corp., Landover, MD
VOLUNTARY &/OR COOPERATIVE GROUPS:		2.0%	
Community Supermarket	1	1	Creasey Co., Hagerstown, MD
Old Orchard Supermarket	1	1	Creasey Co., Hagerstown, MD
Key Markets	4	*	Creasey Co., Hagerstown, MD
Long Meadow Supermarket	1	*	Creasey Co., Hagerstown, MD
LEADING INDEPENDENTS:		10.0%	
County Market	1	8	Various
Rocky Ridge Farm Market	1	1	Creasey Co., Hagerstown, MD
Towne & Country Foodland	1	1	Fox Groc. Co., Belle Vernon, PA
Sunnyway Food Stores	1	*	Various
OTHER GROCERY STORES	na	45.0%	
TOTAL	22+	100.0%	

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na not available
* Included in "Other Grocery Stores" percent.

SALISBURY[1]

Wiscomico County	No. of Stores	% of Market Share*	Principal Supplier
LEADING STORES:		*	
Acme	1		Own, Philadelphia, PA
Meatland	1		na
Shore Stop (C)	13		Own, Salisbury, MD
Super Fresh	2		Own, Baltimore, MD
Warehouse Food Market	1		B. Green & Co., Baltimore, MD
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	2		B. Green & Co., Baltimore, MD
TOTAL	20	*	

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na not availble
(C) Convenience Stores
* Share of Market Data is unobtainable

[1] According to our source, Salisbury has experienced no changes since last year.

Note: Above information kindly provided by "The Salisbury Daily Times".

MASSACHUSETTS

BROCKTON (PMSA)

Part(s) of Bristol, Norfolk and Plymouth Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		55.9%	
Angelo's/Curtis	30	17.0	Own, Rockland, MA
Shaws	4	11.0	Own, East Bridgewater, MA
Stop & Shop	4	10.0	Own, Boston, MA
Purity Supreme	3	7.0	Own, North Billerica, MA
Star Markets	na	4.0	Own, Cambridge, MA
A&P	na	2.0	Own, Springfield, MA
Christy's (C)	18	2.0	Roger Williams Co., Cumberland, RI
Morse's Food Marts	1	2.0	Own, Canton, MA
Fernandes	1	0.9	New England Grocery Supply, Northborough, MA
Value Land	2	*	na
LEADING INDEPENDENTS:		3.0%	
Cumberland Farms (C)	27	3.0	Own, Canton, MA
Trucchis	2	*	na
OTHER GROCERY STORES	31	41.1%	
TOTAL	123+	100.0%	

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na not available
(C) Convenience Stores
* Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by the "The Brockton Enterprise".

FALL RIVER (MA-RI) (PMSA)

Parts of Bristol County, MA Newport County, RI	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Almac's	3		Own, East Providence, RI
Food Mart	3		Sweet Live Foods, Northborough, MA
Shaw's	1		Own, East Bridgewater, MA
Stop 'N Shop	2		Own, North Quincy, MA
Valueland	1		James Ferrera, Canton, MA
OTHER GROCERY STORES	na		
TOTAL	10+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

FITCHBURG-LEOMINSTER (MSA)

Parts of Middlesex and Worcester Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
DeMoulas	3		Own, Tewksbury, MA
Victory	6		Own, Leominster, MA
OTHER GROCERY STORES	na		
TOTAL	9+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

LAWRENCE-HAVERHILL (MA-NH) (PMSA)

Part of Essex County, MA and Rockingham County, NH	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		84.0%	
DeMoulas/Market Basket	10	73.0	Own, Tewksbury, MA
Barcelos	2	6.0	Associated Grocers, Manchester, NH
Purity Supreme	2	5.0	Own, North Billerica, MA and Food Center Wholesale Grocer North Billercia, MA
Alexanders	1	*	Cressy Dockham & Co., Inc., Andover, MA
LEADING CONVENIENCE STORE CHAINS:			
Cumberland Farms	2	*	Own, Canton, MA
Lil Peach	2	*	Own, Westford, MA and Purity Supreme, Westford, MA
Richdale	2	*	Own, Lynn, MA
OTHER GROCERY STORES	na	16.0%	
TOTAL	21+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

LOWELL (MA-NH) (PMSA)

Parts of Middlesex County, MA and Hillsborough County, NH	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Alexanders	4		Own, Lowell, MA
DeMoulas	9		Own, Tewksbury, MA
Heartland Food Warehouse	1		Purity-Supreme, North Billerica, MA
Purity-Supreme	2		Own, North Billerica, MA
OTHER GROCERY STORES	na		
TOTAL	16+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

LYNN

Essex County	No. of Stores	% of Market Share*	Principal Supplier
LEADING STORES:		*	
DeMoulas Super Market	1		Own, Tewksbury, MA
Heartland Warehouse Markets	1		Purity Supreme Inc., Cambridge, MA
Purity Supreme	3		Own, North Billerica, MA
Richdale Stores (C)	20		Own, Lynn, MA
Shaw's Market	1		Own, Peabody, MA
Star Markets	4		Own, Cambridge, MA
Stop & Shop	5		Own, Boston, MA
OTHER GROCERY STORES	na		
TOTAL	35+	*	

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na not available
(C) Convenience Stores
* Share of Market Data is unobtainable.
Note: Above information kindly provided by "The Lynn Daily Evening Item".

NEW BEDFORD (MSA)

Bristol and Plymouth Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
A&P	2		Own, Springfield, MA
Almac's	2		Own, East Providence, RI
Angelo's	1		Purity Supreme, North Billerica, MA
Fernandes	2		Sweet Life, Mansfield, MA
Food Mart	2		Roger Williams, Cumberland, RI
Shaw's	3		Own, East Bridgewater, MA
Super Place	1		Sweet Life, Mansfield, MA
Super Stop & Shop	1		Own, Quincy, MA
OTHER GROCERY STORES	na		
TOTAL	14+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

PITTSFIELD (MSA)

Berkshire County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
A&P	1		C&S Wholesale Grocers, Inc. Brattleboro, VT
Big Y	3		Sweet Life, Springfield, MA
Price Chopper	4		Golub Corp., Schenectady, NY
Stop & Shop	1		Own, Quincy, MA
OTHER GROCERY STORES	na		
TOTAL	9+	**	

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na not available
* These figures are "in house" estimates.
**Share of Market Data is unobtainable.

SALEM-GLOUCESTER (PMSA)

Part of Essex County	No. of Stores*	% of Market Share**	Principal Supplier
CHAIN SUPERMARKETS:		26.5%	
Purity Supreme/Heartland	4	13.0	Purity Supreme, North Billerica, MA
DeMoulas	1	3.5	Own, Tewksbury, MA
Shaw's	1	3.5	Own, Portland, ME
Star Market	2	3.5	Own, Cambridge, MA
Stop & Shop	1	3.0	Own, Boston, MA
INDEPENDENT SUPERMARKETS:			
Crosby's	2	*	na
Farm Stand	1	*	na
Food Mart	2	*	na
Henry's Market	2	*	na
Steve's Market	1	*	na
ALL CONVENIENCE STORES:			
Convenient Food Mart	4	*	Own, Reading, MA
Cumberland Farms	6	*	Own, Canton, MA
Richdale Dairy	11	*	Own, Lynn, MA
7-Eleven	2	*	Southland Corp., Bedford Hills, NY
White Hen Pantry	2	*	Own, Medford, MA
OTHER GROCERY STORES	na	73.5%	
TOTAL	42+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

SPRINGFIELD (MSA)

Parts of Hampden and Hampshire Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		79.2%	
Big Y	22	23.6	Springfield Sugar, Suffield, CT
Stop & Shop	9	19.8	Own, Boston, MA
Food Mart	8	12.4	C&S, Brattleboro, VT
Price Chopper	8	9.4	Own, Schenectady, NY
Mott's Shop Rite	5	6.4	Own, Wakefern, Elizabeth, NJ
Edwards/Finast	2	3.8	Own, E. Hartford, CT
A&P	7	3.3	Own, Springfield, MA
Grand Union	1	0.5	Own, Waterford, NY
Heartland	1	*	Purity Supreme, North Billerica, MA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Super Valu	4	*	**
LEADING INDEPENDENTS:			
Open Pantry (C)	9	*	na
Mini Food Baskets (C)	8	*	na
7-Eleven (C)	8	*	na
OTHER GROCERY STORES	na	20.8%	
TOTAL	92+	100.0%	

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na not available
(C) Convenience Stores
* Included in "Other Grocery Stores" percent.
**Supplier unvarifiable.

Note: Above information kindly provided by "The Springfield Union News".

WORCESTER (MSA)

Part of Worcester County	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		54.0%	
Big Discount	7	16.0	C&S Wholsale, Worcester, MA
Iandoli	10	13.0	Own, Worcester, MA
Victory	9	10.0	Cressey Dockham & Co., Inc., Leominster, MA
Stop & Shop	4	9.0	Own, North Quincy, MA
DeMoulas/Market Basket	3	6.0	Own, Tewksbury, MA
OTHER GROCERY STORES	na	46.0%	
TOTAL	33+	100.0%	

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na not available

* These figures are "in-house" estimates.

MICHIGAN

ANN ARBOR (PMSA)

Washtenaw County	No. of Stores	% of Market Share	Principal Supplier
LEADING STORES/SUPPLIERS:		92.0%	
Kroger	7	30.0	Own, Livonia, MI
Farmer Jack	3	17.8	Own, Detroit, MI
Meijer	1	10.3	Own, Grand Rapids, MI
Allied/Abner Wolf	6	9.7	Own, Detroit, MI
Spartan	3	6.0	Own, Grand Rapids, MI
A&P Stores	2	5.8	Own, Southfield, MI
IGA/Super Foods	4	4.5	Own, Bridgeport, MI
Seaway Foodtown	1	3.5	Own, Maumee, OH
Associated Grocers	5	2.4	Own, Holt, MI
Polly	1	2.0	Own, Livonia, MI
OTHER GROCERY STORES*	na	8.0%	
TOTAL	33+	100.0%	

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na not availble

* Includes convenience stores (Stop 'N Go, 7-Eleven, Majik).

Note: Above information kindly provided by "The Grand Rapids Press".

BATTLE CREEK (MSA)

Calhoun County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		86.9%	
Felpausch	4	47.3	Spartan, Grand Rapids, MI
Meijer	1	27.5	Own, Grand Rapids, MI
Jewel Foods	1	12.1	Own, Chicago, IL
OTHER GROCERY STORES	14	13.1%	
TOTAL	20	100.0%	

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* Percents based on answers to the following question: "What is the name of the store in which you usually buy most of your groceries?" Figures include customers shopping regularity at more than one store.

Note: Above information kinly provided by "The Battle Creek Enquirer".

BENTON HARBOR-ST. JOSEPH* (MSA)

Berrien County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		10.2%	
Meijer	1	6.2	Own, Grand Rapids, MI
Jewel	1	4.0	Own, Chicago, IL
VOLUNTARY &/OR COOPERATIVE GROUPS:		32.6%	
Spartan	22	29.5	Own, Grand Rapids, MI
Certified Grocers	3	3.1	Own, Chicago, IL
LEADING INDEPENDENTS:		17.8%	
Super Valu	4	5.4	F.M.C., Ft. Wayne, IN
Wilts	2	3.0	F.M.C., Ft. Wayne, IN
Hilltop Foods	2	2.5	Scot Lad, Lansing, IL
Buy Low	1	2.0	Scot Lad, Lansing, IL
Eagle Super Markets	3	1.7	Scot Lad, Lansing, IL
Vineland Foodland	1	.4	Viking, Muskegon, MI
IGA	3	1.3	Super Food, Vassar, MI
Thriftway	1	0.5	Viking, Muskegon, MI
OTHER GROCERY STORES	na	39.4%	
TOTAL	44+	100.0%	

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na not available

* According to our source, the Benton Harbor-St. Joseph market has experienced no changes since last year.

Note: Above information kindly provided by "The St. Joseph Herald-Palladium".

FLINT (MSA)

Genessee County	No. of Stores	% of Market Share	Principal Supplier
LEADING STORES/SUPPLIERS:		84.5%	
Spartan	20	24.0	Own, Grand Rapids, MI
Hamady	18	17.6	Own, Flint, MI
Meijer	3	14.4	Own, Grand Rapids, MI
Kessel	5	13.2	Own, Flint, MI
Associated Grocers	80	7.4	Own, Holt, MI
A&P	3	4.2	Own, Southfield, MI
IGA/Super Foods	5	3.7	Own, Bridgeport, MI
OTHER GROCERY STORES*	na	15.5%	
TOTAL	134+	100.0%	

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na not available

* Includes convenience stores (Stop 'N Go, 7-Eleven, Majik Stores).

Note: Above information kindly provided by "The Grand Rapids Press".

GRAND RAPIDS (MSA)

Kent and Ottawa Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING STORES/SUPPLIERS:		93.8%	
Spartan	58	55.1*	Grand Rapids, MI
Meijers	10	29.4	Own, Grand Rapids, MI
Eberhards	9	5.1	Own, Grand Rapids, MI
Viking	16	4.2*	Muskegon, MI
OTHER GROCERY STORES**	na	6.2%	
TOTAL	93+	100.0%	

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na not available

* Spartan and Viking are suppliers. Market Share figures are the combination of market share percents from the various stores they supply.

**Includes convenience stores (Stop 'N Go, 7-Eleven, Majik).

Note: Above information kindly provided by "The Grand Rapids Press".

JACKSON (MSA)

Jackson County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS/SUPPLIERS:		94.9%	
Meijers	2	27.3	Own, Grand Rapids, MI
Spartan*	7	18.09	Grand Rapids, MI
IGA/Super Foods	5	12.4	Super Foods, Bridgeport, MI
Kroger	2	17.3	Own, Livonia, MI
Polly's	3	9.9	Own, Livonia, MI
Jewel	1	8.8	Own, Chicago, IL
Associated Grocers*	9	7.2	Holt, MI
OTHER GROCERY STORES**	na	5.1%	
TOTAL	29+	100.0%	

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na not available

* Associated Grocers and Spartan are suppliers. Market Share figures are the combination of percents from the various stores they supply.

**Includes convenience stores (Stop 'N Go, 7-Eleven, Majik Stores).

Note: Above information kindly provided by "The Grand Rapids Press".

KALAMAZOO (MSA)

Kalamazoo County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		95.2%	
Spartan	23	56.1	Own, Grand Rapids, MI
Meijer	2	20.0	Own, Grand Rapids, MI
Jewel	3	14.0	Own, Chicago, IL
Viking	5	5.1	Own, Muskegon, MI
OTHER GROCERY STORES*	na	4.8%	
TOTAL	33+	100.0%	

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na not available

* Includes convenience stores, independents, etc.

Note: Above information kindly provided by "The Kalamazoo Gazette".

LANSING-EAST LANSING (MSA)

Clinton, Eaton and Ingham Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		80.0%	
Meijer's Thrifty Acres	4	36.0	Own, Grand Rapids, MI
Kroger	5	12.0	Own, Grand Rapids, MI
Shop-Rite	11	12.0	Spartan, Grand Rapids, MI
Goff	3	6.8	Spartan, Grand Rapids, MI
Schmidt	6	6.0	Associated Grocers, Holt, MI
Quality Dairy (C)	30	5.2	Schiller Inc., Lansing, MI
Food City	4	2.0	Own, Detroit, MI
OTHER GROCERY STORES	na	20.0%	
TOTAL	63+	100.0%	

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na not available

(C) Convenience Stores

* These figures are "in-house" estimates.

MUSKEGON (MSA)

Muskegon County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		48.3%	
Eberhard's	4	17.0	Scot Lad Foods, Chicago, IL
Meijer	1	16.8	Own, Grand Rapids, MI
Thriftway	11	10.5	Viking, Muskegon, MI
D&W Food Stores	2	4.0	Spartan Stores, Grand Rapids, MI
VOLUNTARY &/OR COOPERATIVE GROUPS:		2.5%	
IGA	2	2.5	Carpenter Cook Co., Menominee, MI
LEADING INDEPENDENTS:		39.2%	
Plumbs	7	16.5	Spartan Stores, Grand Rapids, MI
Thrif-T	5	12.0	Viking, Muskegon, MI
Family Food	1	7.5	Spartan Stores, Grand Rapids, MI
Orchard Foods	1	1.8	Viking, Muskegon, MI
Punches Foods	1	1.4	Viking, Muskegon, MI
LEADING CONVENIENCE STORE CHAINS:		2.0%	
Convenient Food Mart	4	1.0	na
7-Eleven	4	1.0	na
OTHER GROCERY STORES	na	8.0%	
TOTAL	43+	100.0%	

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na not available

SAGINAW-BAY CITY-MIDLAND+ (MSA)

BAY CITY

Bay, Midland and Saginaw Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		72.0%	
Meijer	1	29.0	Own, Grand Rapids, MI
Giant	4	22.0	Bay City Milling, Bay City, MI
Kroger	1	12.0	Own, Livonia, MI
A&P	1	9.0	Own, Southfield, MI
VOLUNTARY &/OR COOPERATIVES:		21.0%	
Bay City Milling	28	16.0	Own, Bay City, MI
IGA/Super Foods	3	5.0	Super Food Service, Vassar, MI
CONVENIENCE STORES:		2.0%	
7-Eleven	10	2.0	na
OTHER GROCERY STORES	na	5.0%	
TOTAL	48+	100.0%	

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na not available

SAGINAW

LEADING STORES:		89.4%	
Giant	8	26.8	Bay City Milling, Bay City, MI
Meijers	2	21.2	Own, Grand Rapids, MI
Kessel	2	14.2	Own, Flint, MI
A&P	2	9.0	Own, Southfield, MI
IGA/Super Foods	4	7.3	Super Food Service, Vassar, MI
Spartan*	4	7.0	Grand Rapids, MI
Bay City Milling*	5	3.9	Bay City, MI
OTHER GROCERY STORES**	na	10.6%	
TOTAL	27+	100.0%	

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na not available

+ Information on the Midland market is unobtainable.

* Bay City Milling and Spartan are suppliers. Market Share figures are the combination of percents from the various stores they supply.

**Includes convenience stores (Stop 'N Go, 7-Eleven, Majik Stores).

Note: Saginaw information kindly provided by the "The Grand Rapids Press".

MINNESOTA

DULUTH (MN-WI) (MSA)   ISA)

St. Louis County MN and Douglas County, WI	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		48.5%	
Super Valu	5	30.0	Own, Eden Prairie, MN
Red Owl	2	10.0	Own, Hopkins, MN
Super One	5	6.5	Miner's, Inc., Duluth, MN
IGA	4	2.0	Gateway Foods, Duluth, MN
OTHER GROCERY STORES	na	51.5%	
TOTAL	16+	100.0%	

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na not available

* These figures are "in-house" estimates.

ROCHESTER (MSA)

Olmsted County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Barlow Foods	1		na
Cubs Foods	1		Own, Stillwater, MN
Hy-Vee	1		Own, Chariton, IA
IGA	2		Gateway Foods, Duluth, MN
Mr. P's	2		na
Ron's Red Own	2		Own, Hopkins, MN
OTHER GROCERY STORES	na		
TOTAL	9+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

ST. CLOUD (MSA)

Benton, Sherburne and Stearns Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Byerly's	1		Own, Eding, MN
Coborn's	6		Own, St. Cloud, MN
Red Owl	1		Own, Hokkings, MN
7-Eleven (C)	2		Own, Rolling Meadow, IL***
Super Valu	1		Own, Hopkins, MN
Tom Thumb	9		Gateway Foods, Minneapolis, MN
Warehouse Market	1		Nash Finch, Minneapolis, MN
OTHER GROCERY STORES	na		
TOTAL	21+	**	

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na not available
(C) Convenience Stores
* These figures are "in-house" estimates.
** Share of Market Data is unobtainable.
***Location of buying office.

MISSISSIPPI

BILOXI-GULFPORT (PASCAGOULA*) (MSA)

Hancock and Harrison Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		93.0%	
Delchamps	7	30.0	Own, Mobile, AL
Kroger	4	17.0	Own, Memphis, TN
Winn Dixie	7	16.0	Own, New Orleans, LA
Commissary (Keesler)	1	9.0	Buy Direct
Jitney Jungle	3	7.0	McCurty-Holman, Jackson, MS
A&P	6	5.0	Own, New Orleans, LA
Piggly Wiggly	2	4.0	Malone & Hyde, Tupelo, MS
National	3	3.0	Own, New Orleans, LA
Jerry Lee's	na	1.0	na
Wayne Lee's	na	1.0	na
OTHER GROCERY STORES	na	7.0%	
TOTAL	33+	100.0%	

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na not available

* Information covers Pascagoula even though it is a separate MSA.

Note: Above information kindly provided by "The Biloxi Sun Herald".

JACKSON (MSA)

Hinds, Madison and Rankin Counties	No of. Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		73.0%	
Kroger	7	23.0	Own, Memphis, TN
Jitney Jungle	14	16.0	Own, Jackson, MS
Sack N'Save	2	16.0	Jitney Jungle, Jackson, MS
Sunflower	9	13.0	Lewis Grocer, Indianola, MS
Star Super	4	3.0	Lewis Grocer, Indianola, MS
New Deal	2	2.0	Lewis Grocer, Indianola, MS
OTHER GROCERY STORES	na	27.0%	
TOTAL	38+	100.0%	

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na not available

* These figures are "in-house" estimates.

MISSOURI

COLUMBIA (MSA)

Boone County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:			
AF Super	1	**	Affiliated Foods, Inc., St. Joseph, MO
Food Barn	1		Safeway, Kansas City, MO
Nowell's	3		Fleming Co., North Kansas City, KS
Price Chopper	15		Asso. Wholesale, Kansas City, KS
OTHER GROCERY STORES	na		
TOTAL	20+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

JOPLIN (MSA)

Jasper and Newton Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Consumer	6		Own, Springfield, MO
Dillon's	6		Own, Springfield, MO
IGA	2		Fleming Foods, Joplin, MO
OTHER GROCERY STORES	na	**	
TOTAL	14+		

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

ST. JOSEPH* (MSA)

Buchanan County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		60.0%	
Food For Less	2	25.0	Own, Kansas City, MO
Green Hills	4	18.0	The Fleming Co., Kansas City, MO
Food Barn	2	12.0	Own, Kansas City, MO
Misc. Convenience Stores	10	5.0	Own, Kansas City, MO
VOLUNTARY &/OR COOP GROUPS:		39.0%	
Affiliated Foods	34	38.0	Own, St. Joseph, MO
Aldi, Inc.	1	1.0	Own, Burlington, IA
OTHER GROCERY STORES	na	1.0%	
TOTAL	53+	100.0%	

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na not available

* According to our source, St. Joseph has experienced no changes since last year.

SPRINGFIELD (MSA)

Christian and Greene Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Consumers	10		Own, Springfield, MO
Dillons	3		Asso. Wholesale Grocers, Springfield, MO
Rameys	8		Asso. Wholesale Grocers, Springfield, MO
Smitty's	2		Affiliated, Van Buren, AR
So-Lo	8		Asso. Wholesale Grocers, Springfield, MO
OTHER GROCERY STORES	na		
TOTAL	31+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is not obtainable.

MONTANA

BILLINGS (MSA)

Yellowstone County	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		90.0%	
Buttrey's	5	42.0	Skaggs Alpha Beta, Salt Lake City, UT
IGA	7	29.0	Ryan's Wholesale, Billings, MT
Albertson's	2	19.0	Own, Aurora, CA
OTHER GROCERY STORES	na	10.0%	
TOTAL	14+	100.0%	

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na not available
* These figures are "in-house" estimates.

GREAT FALLS (MSA)

Carcade County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Albertson's	1		Own, Salt Lake City, UT
Buttrey	3		Skaggs Alpha Beta, Salt Lake City, UT
Circle K	8		Circle K Stores, Boise, ID
IGA	3		Ryan's Wholesale, Billings, MT
Kwik Pik	1		na
Mini-Mart	5		na
Super America	2		Ryan's Wholesale, Billings, MT
OTHER GROCERY STORES	na		
TOTAL	23+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

NEBRASKA

HASTINGS

Adams County	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		68.5%	
Russ's IGA	1	24.0	Fleming Co., Lincoln, NE
Econo Food**	1	23.0	Nash Finch Co., Grand Island, NE
Sun Mart**	1	20.0	Nash Finch Co., Grand Island, NE
Gibson's	1	1.5	Associated Grocers, Kansas City, KS
LEADING INDEPENDENTS:		31.5%	
Allen's	1	30.0	Super Value, Des Moines, IA
Jack & Jill	1	1.5	Nash Finch, Co., Grand Island, NE
TOTAL	6	100.0%	

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* These figures are "in-house" estimates.

**Econo Foods & Sun Mart are owned, as well as supplied by Nash Finch.

LINCOLN (MSA)

Lancaster County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Food 4 Less	3		Habes, Laurens, IA
Hinky Dinky	3		Nash Finch Co., Lincoln, NE
Hy-Vee	4		Own, Cherokee, IA
IGA	9		Fleming Co., Inc., Lincoln, NE
Jack & Jill	2		Nash Finch Co., Lincoln, NE
OTHER GROCERY STORES	na		
TOTAL	21+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

OMAHA (NE-IA) (MSA)

Douglas, Sarpy and Washington Counties, NE; Pottawattamie County, IA	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		60.2%	
Baker's**	9	30.6	United AG, Omaha, NE
Hy-Vee**	9	17.2	Own, Chariton, IA
Albertson's	5	8.5	Own, Denver, CO
Hinky Dinky	3	2.6	Nash Finch, Lincoln, NE
Food City	2	1.3	Nash Finch, Lincoln, NE
VOLUNTARY &/OR COOPERATIVE GROUPS:		2.5%	
Super Valu	2	1.3	Own, Des Moines, IA
Foodway Stores, Inc.**	4	0.6	United AG, Omaha, NE
IGA Foodliners	2	0.4	Fleming Foods, Lincoln, NE
Jack & Jill Food Centers	2	0.1	Nash Finch, Lincoln/Grand Island, NE
Spartan Stores	5	0.1	United AG, Omaha, NE
LEADING INDEPENDENTS:		5.5%	
A.F. Base Commissary	1	5.0	United AG, Omaha, NE
Broadway Foodland	1	0.5	Hakes, Div. of Schrivner, Laurens, IA
WAREHOUSE/BOX STORES:		27.1%	
Food-4-Less	5	8.0	Hakes, Div. of Schrivner, Laurens, IA
No Frills Supermarket	5	7.5	United AG, Omaha, NE
Bag 'N Save	3	5.1	United AG, Omaha, NE
Cub Foods	1	4.4	Super Valu, Des Moines, IA
World of Food**	1	2.1	Nash Finch, Lincoln, NE
OTHER GROCERY STORES	183	4.7%	
TOTAL	243	100.0%	

Source: Consumer Preference Study, (C) 1988 by The Omaha World-Herald

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* Market shares percentages based on the following question: "At which store does household spend most for groceries?"

**Both Baker's and Hy-Vee will be adding one store each in 1988; that will make 10 for each chain. Foodway Stores include Louis Market, Bedford Market, Total Foods and Phil's Foodway. World of Food will become Bag 'N Save in 1988.

NEVADA

LAS VEGAS (MSA)

Clark County	No. of Stores	Customer Preference*	Principal Supplier
LEADING CHAINS:		95.0%	
Von's	7	25.0	Own, El Monte, CA
Albertson's	11	22.0	Certified Grocers, Los Angeles, CA
Lucky	12	17.0	A.H. Lewis, Las Vegas, NV
Smiths Food King	9	13.0	Certified Grocers, Los Angeles, CA
Skaggs Alpha Beta	4	8.0	na
Safeway	9	7.0	Nat'l. Grocer, Santa Fe Springs, CA
Food 4 Less	2	3.0	Fleming Foods, Salt Lake City, UT
OTHER GROCERY STORES	na	5.0%	
TOTAL	54+	100.0%	

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na not available

* Percents based on the following question: "At which grocery store did you purchase your major groceries in the past month?"

Note: Above information kindly provided by "The Las Vegas Review-Journal".

RENO (MSA)

Washoe County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		99.2%	
Raley's	7	35.8	United Grocers, Sacramento, CA
Warehouse Markets	12	26.0	Bavarian Wholesale Grocery Co., Sparks, NV
Albertson's	6	12.8	Own, Salt Lake City, Utah
Safeway	2	10.0	Own, Freemont, CA
Sak 'N Save	2	7.7	Bavarian Wholesale Grocers, Sparks, NV
Lucky	2	4.8	Own, San Leandro, CA
7-Eleven (C)	19	2.0	A.M. Lewis, Las Vegas, NV
Pak 'N Save	1	0.1	na
Smith's Food King*	3	**	na
The Market	1	**	na
OTHER GROCERY STORES	na	0.8%	
TOTAL	55+	100.0%	

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na not available
* Three stores opened in June of 1988.
**Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by "The Reno Gazette-Journal".

NEW HAMPSHIRE

MANCHESTER (MSA)

Hillsborough County*	No. of Stores	% of Market Share	Principal Supplier
CHAIN SUPERMARKETS:		90.6%	
Alexander's	7	33.7	Own, Dracut, MA
DeMoulas	4	22.6	Own, Tewksbury, MA
Purity/Heartland	2	13.7	Own, N. Billerica, MA
Shaw's	3	10.6	Own, Portland, ME
Allegro's	4	7.1	Own, Cambridge, MA
A&P	2	2.9	Own, Boston, MA
INDEPENDENT SUPERMARKETS:		3.9%	
Sully's	2	2.4	Asso. Grocers, Manchester, NH
P & C	1	.8	na
Hi Go Markets	1	.7	Asso. Grocers, Manchester, NH
OTHER GROCERY STORES	na	5.5%	
TOTAL	26+	100.0%	

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na not available

* The official definition of the Manchester, MSA is part(s) of Hillsborough, Merrimack and Rockingham Counties, however, information above covers only Hillsborough County.

NASHUA (PMSA)

Parts of Hillsborough and Rockingham Counties, NH	No. of Stores*	% of Market Share**	
LEADING STORES:		**	
Alexander's	3		Own, Lowell, MA
DeMoulas	4		Own, Tewksbury, MA
Kealey Farms	1		na
Purity Supreme	1		Own, North Billerica, MA
Shaw's	1		Own, Portland, ME
Soucy's Markets	3		na
OTHER GROCERY STORES	na		
TOTAL	13+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

PORTSMOUTH-DOVER-ROCHESTER (NH-ME)+ (MSA)

PORTSMOUTH

Parts of Rockingham and Strafford Counties, NH York County (part) ME	No. of Stores	% of Makret Share	Principal Supplier
LEADING STORES:		*	
A&P	1		na
DeMoulas	2		Own, Tewksbury, MA
IGA	1		Own, Meadowbrook Village, ME
Shaws	2		Own, E. Bridgewater, MA
Shop and Save/Pic 'N Pay	1		Own, Portsmouth, NH
OTHER GROCERY STORES:			
Richardson's Market	1		Own, Portsmouth, NH
TOTAL	8	*	

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na not available

* Share of Market Data is unobtainable.

Note: Above information kindly provided by "The Portsmouth Herald"/Thomson Newspaper Inc.

DOVER

LEADING STORES:		*	
DeMoulas	2		Own, Tewksbury, MA
Prescott Farms	1		na
Shaws	2		Own, E. Bridgewater, MA
Shop and Save	2		Own, Portsmouth, NH
OTHER GROCERY STORES	na		
TOTAL	7+	*	

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na not available

* Share of Market Data is unobtainable.

+ Information on the Rochester market was unobtainable.

NEW JERSEY

ATLANTIC CITY (MSA)

Atlantic and Cape May Counties	No. of Stores*	% of Volume**	Principal Supplier
LEADING STORES:		75.0%	
Shop Rite	4	24.0	Wafefern Food, Elizabeth, NJ
Acme	10	19.0	Own, Philadelphia, PA
Superfresh	6	18.0	Own, Florence, NJ
Foodtown	4	7.0	Twin County Grocers, Phila., PA
Pathmark	1	7.0	Own, Philadelphia, PA
Thriftway	6	***	Fleming Foods, Oaks, PA
OTHER GROCERY STORES	na	25.0%	
TOTAL	31+	100.0%	

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na not available

* These figures are "in-house" estimates.

**The figures below resemble % of market volume, not market share.

***Included in "Other Grocery Stores" percent.

JERSEY CITY (PMSA)

Hudson County	No. of Stores*	% of Makret Share*	Principal Supplier
LEADING STORES:		70.0%	
Pathmark	4	26.0	Supermarkets General, Woodbridge, NJ
Singer Shop Rite	3	20.0	Wakefern, North Bergen, NJ
May Fair	5	11.0	Twin County Grocers, Elizabeth, NJ
A&P	5	6.0	Own, Montvale, NJ
Acme (East)	2	5.0	American Stores Co., Whippany, NJ
Grand Union	2	2.0	Own, Wayne, NJ
OTHER GROCERY STORES	na	30.0%	
TOTAL	21+	100.0%	

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na not available

* These figures are "in-house" estimates.

TRENTON (PMSA)

Mercer County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
A&P	2		Own, Montvale, NJ
Acme	8		American Superstores, Wilmington, DE
Pathmark	1		Supermarkets General, Woodbridge, NJ
Shop 'N Bag	5		Frankford-Quaker, Philadelphia, PA
Shop-Rite	5		Wakefern, North Bergen, NJ
Super Fresh	3		Own, Florence, NJ
Thriftway	7		Fleming, Oaks, PA
OTHER GROCERY STORES	na		
TOTAL	31+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

VINELAND-MILLVILLE-BRIDGETON (PMSA)

Cumberland County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Acme	2		Own, Philadelphia, PA
Chiar's	2		na
Eastman	1		na
Fishers Market	1		na
IGA	2		Wetterau, Temple, PA
Pathmark	1		Supermarkets General, Woodbridge, NJ
Shop 'N Bag	2		Frankford-Quaker, Philadelphia, PA
Shop-Rite	2		Wakefern, North Bergen, NJ
Thriftway	3		Fleming, Oaks, PA
OTHER GROCERY STORES	na		
TOTAL	16+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

NEW MEXICO

ALBUQUERQUE (MSA)

Bernalillo County	No. of Stores	% of Volume	Principal Supplier
LEADING STORES:		91.0%	
Safeway	12	22.0	Own, El Paso, TX
Smith's Food King	9	14.0	Tri-State, El Paso, TX
Skagg's Alpha Beta	4	13.0	Super Valu, Albuquerque, NM
Albertson's	4	12.0	Own, Denver, CO
Bag N' Save	4	10.0	Furr's, Lubbock, TX
Save 'N Gain*	4	10.0	Furr's, Lubbock, TX
Food Emporium*	1	7.0	Furr's, Lubbock, TX
Furr's	5	3.0	Own, Lubbock, TX
OTHER GROCERY STORES	na	9.0%	
TOTAL	43+	100.0%	

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na not available

* These stores are owned by Furr's. This brings Furr's true % of Volume to 20.0%, thus placing Furr's second in the ratings, technically.

Note: Above information kindly provided by The Papert Companies, Dallas, Texas.

LAS CRUCES (MSA)

Dona Ana County	No. of Stores	% of Volume		Principal Supplier
LEADING STORES:		87.0%		
Furr's:	1	12.0	36.0	Own, Lubbock, TX
Save 'N Gain*	1	24.0		Furr's, Lubbock, TX
Albertson's	1	16.0		Own, Denver, CO
Safeway	1	16.0		Own, El Paso, TX
Skagg's Alpha Beta	1	10.0		Super Valu, Albuquerque, NM
Smith's Food King	1	9.0		Tri-State, El Paso, TX
OTHER GROCERY STORES	na	13.0%		
TOTAL	6+	100.0%		

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na not available

* Save 'N Gain is owned by Furrr's. This brings Furr's true % of Volume to 36.0%, thus placing it first in the ratings.

Note: Above information kindly provided by The Papert Companies, Dallas, TX.

SANTA FE (MSA)

Los Alamo and Santa Fe Counties	No. of Stores	% of Market Share		Principal Supplier
LEADING STORES:		96.0%		
Furrs:	1	6.0	42.0	Own, Lubbock, TX
Save 'N Gain*	1	28.0		Furr's, Lubbock, TX
Food Emporium	1	8.0		Furr's Lubbock, TX
Skaggs Alpha Beta	1	20.0		Super Valu, Albuquerque, NM
Albertson's	2	17.0		Own, Denver, CO
Safeway	2	9.0		Own, El Paso, TX
Smith's Food King	1	8.0		Tri-State, Albuquerque, NM
OTHER GROCERY STORES	na	4.0%		
TOTAL	9+	100.0%		

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na not available

* Owned by Furr's. Combined total of all stores brings Furr's % of Volume to 42.0% and places it first in the rankings.

Note: Above information kindly provided by The Papert Companies, Dallas, TX.

NEW YORK

ALBANY-SCHENECTADY-TROY (MSA)

Albany, Greene, Montgomery Rensselaer, Saratoga and Schenectady Counties	No. of Stores	% of Market Share*	Principal Supplier
LEADING STORES:**		82.5%	
Price Chopper	39	35.0	Own, Schenectady, NY
Grand Union	32	26.0	Own, Waterford, NY
Shop Rite	6	13.0	Wakefern Food Corp., Florida, NY
Star Markets	8	4.5	Own, Albany, NY
Edwards	1	4.0	First National Supermarkets, Inc., Windsor Locks, CT
OTHER GROCERY STORES	na	17.5%	
TOTAL	86+	100.0%	

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na not available

* These figures are "in-house" estimates.

**Shop & Save will open 2 stores in the market this year. (Shop & Save is owned by Hannaford Bros., of Portland, Maine.)

BINGHAMTON (MSA)

Broome & Tioga Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		87.0%	
Giant	12	34.0	Akel Warehouse, Johnson City, NY
Great American	15	25.0	Own, Norwich, NY
Grand Union	6	19.0	Own, Waterford, NY
P&C	1	5.0	Own, Syracuse, NY
Food King	1	2.0	Own, Binghamton, NY
Norman's	1	2.0	Own, Binghamton, NY
Price Choppers	1	*	Own, Schenectady, NY
OTHER GROCERY STORES	na	13.0%	
TOTAL	37+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

ELMIRA (MSA)

Chemung County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Acme	1		Own, Syracuse, NY
Great American	2		Victory, Norwich, NY
P&C	2		Own, Syracuse, NY
Super Duper	2		S.M. Flickinger, Elmira Hgts., NY
Tops	2		Own, Buffalo, NY
Weis	1		Own, Sunbury, PA
OTHER GROCERY STORES	na		
TOTAL	10+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

GLENS FALLS* (MSA)

Warren & Washington Counties	No. of Stores	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Grand Union	6		Own, Waterford, NY
Price Chopper	3		Own, Schenectady, NY
Shop Rite	1		Own, Florida, NY
Shop n' Save	1		Own, Portland, ME
LEADING INDEPENDENTS:			
Barbers Market	2		Bi-Lo, Albany, NY
Lewis Super Market	1		P & C Cross, White River Junction, VT
LEADING CONVENIENCE STORES:			
Convenient Food Markets	8		Own, Syracuse, NY
Cumberland Farms	4		Own, Canton, MA
TOTAL	26	**	

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* According to our source, Glens Falls has experienced no changes since last year.
**Share of Market Data is unobtainable.

Note: Above information kindly provided by "The Glens Falls Post-Star".

JAMESTOWN

Chautauqua County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Apples	2		Peter J. Schmitt, Buffalo, NY
Quality Markets, Inc.	12		Own, Jamestown, NY
Super Duper	2		S.M. Flickinger Co., Jamestown, NY
Wilson Farms	3		Tops, Buffalo, NY
LEADING INDEPENDENTS:			
Lake County Dairy Stores	6		S.M. Flickinger Co., Jamestown, NY
TOTAL	25	*	

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* Share of Market Data is unobtainable.

Note: Above information kindly provided by "The Jamestown Post-Journal.

NIAGARA FALLS[1] (PMSA)

Niagara County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		60.0%	
Tops Markets	5	60.0	Niagara Frontier Services, Buffalo, NY
LEADING CONVENIENCE STORE CHAINS:		20.0%	
B-Kwik	2	10.0	Niagara Frontier Services, Buffalo, NY
Wilson Farms	6	9.0	Niagara Frontier Services, Buffalo, NY
7-Eleven	3	1.0	The Southland Corporation, Bedford Hills, NY
VOLUNTARY &/OR COOPERATIVE GROUPS:		19.0%	
Super Duper-Pine Plaza	1	19.0	Flickinger Corp., Buffalo, NY
Bells	1	*	Peter J. Schmitt, Buffalo, NY
Super Duper-City Market	1	*	Flickinger Corp., Buffalo, NY
LEADING INDEPENDENTS:		*	
Slipko Bros.	1	*	Flickinger Corp., Buffalo, NY
OTHER GROCERY STORES	14	1.0%	
TOTAL	34	100.0%	

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* Included in "Other Grocery Stores" percent.

[1] According to our source, Niagara Falls has experienced no changes since last year.

ORANGE COUNTY (MIDDLETOWN-NEWBURGH-PORT JERVIS) (PMSA)

MIDDLETOWN

Orange County

LEADING STORES:	*	**	
A&P	1		Own, Montvale, NJ
Grand Union	7		Own, Elmwood Park, NJ
Great American	2		Own, Norwich, NY
IGA	4		S.M. Flickinger, Buffalo, NY
Shop Rite	8		Big V Supermarkets Inc., Florida, NY
Waldbaum's	2		Own, Central Islip, NY
Weis	1		Own, Sunbury, PA
OTHER GROCERY STORES	na		
TOTAL	25+	**	

na not available *"In-house" estimates. **Share of Market Data is unobtainable.

NEWBURGH

LEADING STORES:	*	**	
A&P	2		Own, Montvale, NJ
Grand Union	4		Own, Elmwood Park, NJ
Shop Rite	3		Big V Supermarkets, Inc., Florida, NY
Waldbaum's	1		Own, Central Islip, NY
Weis	1		Own, Sunbury, PA
OTHER GROCERY STORES	na		
TOTAL	11+	**	

na not available *"In-house" estimates. **Share of Market Data is unobtainable.

PORT JERVIS

LEADING CHAINS:		*	
Grand Union	2		Own, Elmwood Park, NJ
Great American (Victory)	1		Own, Norwich, NY
Shop Rite	1		Big V Supermarkets, Inc., Florida, NY
INDEPENDENT:			
Spangenberg's	1		na
CONVENIENCE STORES:			
CR Friendly's	1		Own, Richland, PA
Convenient Food Store	1		Own, Ballston Lake, NY
Town & Country Convenience	1		na
Turkey Hill Minute Markets	2		Own, Lancaster, PA
24-Hour Store	1		Own, Waltham, MA
OTHER GROCERY STORES:			
Aber's Market	1		na
Hess' Store	1		na
TOTAL	13	*	

na not available * Share of Market Data is unobtainable.

POUGHKEEPSIE (MSA)

Dutchess County	No. of Stores*	% of Market Share**	Princpal Supplier
LEADING STORES:	**		
A&P	4		C&S Wholesale, Brattleboro, VT
Edwards	1		First National, Windsor Locks, CT
Grand Union	15		Own, Waterford, NY
IGA	2		S.M. Flickinger, Elmira Hights, NY
Shop-Rite	4		Wakefern, Florida, NY
OTHER GROCERY STORES	na		
TOTAL	26+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

SYRACUSE (MSA)

Madison, Onondaga and Oswego Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		58.0%	
P&C	17	20.0	Own, Syracuse, NY
Price Chopper	8	17.0	Golub Corp., Schenectady, NY
Wegman's	7	16.0	Own, Rochester, NY
Victory/Chicago	5	3.0	Own, Norwich, NY
Tops	2	2.0	Scrivner/Flickinger, Buffalo, NY
OTHER GROCERY STORES	na	42.0%	
TOTAL	39+	100.0%	

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na not available

* These figures are "in-house" estimates.

UTICA-ROME (MSA)

ROME

Herkimer and Oneida Counties	No. of Stores	% of Market Share	Principal Supplier
ALL CHAINS SUPERMARKETS:		65.0%	
Price Chopper	1	30.0	Own, Schenectady, NY
P&C	2	20.0	Own, Syracuse, NY
Great American	3	15.0	Own, Norwich, NY
ALL INDEPENDENT SUPERMARKETS:		2.0%	
Adolfi's	1	2.0	Scheidelman, Inc., Utica, NY
ALL VOLUNTARY &/OR COOP GROUPS:		10.0%	
Gilette's	1	8.0	na
Butcher Block	1	2.0	na
ALL OTHER GROCERY STORES	17	23.0%	
TOTAL	26	100.0%	

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na not available

UTICA

LEADING STORES:	*	**	
Chandtry	2		na
Chicago Market	7		Victory, Norwich, NY
Foodland	14		na
Grand Union	2		Own, Waterford, NY
Great American Stores	2		Victory, Norwich, NY
Hapanowicz Bros.	1		na
P&C	1		Own, Syracuse, NY
Price Chopper	2		Own, Schenectady, NY
OTHER GROCERY STORES	na		
TOTAL	31+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

NORTH CAROLINA

ASHEVILLE (MSA)

Buncombe County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Bi-Lo	6		Own, Greenville, SC
Food Lion	2		Own, Salisbury, NC
Harris Teeter	1		Own, Charlotte, NC
Ingles	16		Own, Asheville, NC
Winn Dixie	5		Own, Greenville, SC
OTHER GROCERY STORES	na		
TOTAL	30+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

BURLINGTON (MSA)

Alamance County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Byrds	4		Quin Wholesale, Warsaw, NC
Food Lion	3		Own, Salisbury, NC
Harris Teeter	1		Own, Charlotte, NC
Winn Dixie	2		Own, Charlotte, NC
OTHER GROCERY STORES	na		
TOTAL	10+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

FAYETTEVILLE (MSA)

Cumberland County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		69.3%	
Winn Dixie	8	20.6	Own, Raleigh, NC
Food Lion	11	18.5	Own, Salisbury, NC
Kroger Sav-On	3	12.1	Own, Charlotte, NC
Harris-Teeter/Food World	3	11.1	Own, Charlotte, NC
Sav-A-Center	3	7.0	Own, Charlotte, NC
OTHER GROCERY STORES/CONVENIENCE STORES:		30.7%	
Economy Food Center	2	30.7	Various
Express Stop	8		
IGA	2		
Knight Brothers Food Mart	5		
O'Henry's Food Stores	4		
Quick Stop Stores	43		
Scotchman Stores	6		
Short Stop Stores	12		
Strickland's Grocery	6		
The Pantry	21		
V-Point Supermarket	2		
TOTAL	139	100.0%	

Note: Above information kindly provided by "The Fayetteville Observer" and "The Fayetteville Times".

GREENSBORO-WINSTON/SALEM-HIGH POINT[1] (MSA)

GREENSBORO+

Davidson, Davie, Forsyth, Guilford, Randolph, Stokes and Yodkin Counties

LEADING CHAINS:		76.9%	
Food Lion	13	36.2	Own, Salisbury, NC
Harris Teeter	10	13.1*	Own, High Point, NC
Kroger	4	12.6	Own, Roanoke, VA
Winn Dixie	5	9.0	Own, Charlotte, NC
Fresh Market	3	4.0	Merchants Distributors Inc., Greensboro, NC
Food Rite	4	2.0	Central Carolina Grocers, High Point, NC
Best Way	1	**	Central Carolina Grocers, High Point, NC
Bi-Rite	1	**	Central Carolina Grocers, High Point, NC
OTHER GROCERY STORES	na	23.1%	
TOTAL	41+	100.0%	

na not available

* Harris Teeter bought out the Big Star in Greensboro, actual Market Share is unobtainable. Figure given is an estimate.

**Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by "The Greensboro News & Record".

WINSTON-SALEM

LEADING CHAINS:		86.0%	
Food Lion	13	32.0	Own, Salisbury, NC
Food Fair	10	24.0	J.G. Messick & Sons, Inc. Winston-Salem, NC
Winn Dixie	5	12.0	Own, Charlotte, NC
Kroger	4	8.0	Own, Charlotte, NC
Harris-Teeter	4	5.0	Own, Charlotte, NC
Lowe's Foods	4	5.0	MDI, Hickory, NC
VOLUNTARY &/OR COOPERATIVE GROUPS:		3.0%	
Joe's Fine Foods/Galaxie	2	2.0	MDI, Hickory, NC
Shop Rite Stores	2	1.0	Central Carolina Grocers, Kernersville, NC
LEADING INDEPENDENTS		5.0%	
MT Tabor/Paragon/Grand Views	3	5.0	Central Carolina Grocers, Kernersville, NC
LEADING CONVENIENCE STORE CHAINS:		3.0%	
Hop-In	5	3.0	Save-A-Stop, Salem, VA
Fast Fare	3	*	Own, Henderson, NC
OTHER GROCERY STORES	na	3.0%	
TOTAL	55+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

[1] Information on High Point is unobtainable

Note: Above information kindly provided by "The Winston-Salem Journal".

HICKORY (MSA)

Alexander, Burke and Catawba Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Bi-Lo	1		Own, Greenville, SC
Food Lion	1		Own, Salisbury, NC
Harris Teeter	2		Own, Charlotte, NC
Kroger Sav-On	1		Own, Charlotte, NC
Winn Dixie	2		Own, Charlotte, NC
OTHER GROCERY STORES	na		
TOTAL	7+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

JACKSONVILLE (MSA)

Onslow County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Big Star	2		Central Carolina Grocers, High Point, NC
Food Lion	4		Own, Salisbury, MA
IGA	5		Quin Wholesale, Warsaw, NC
Piggly Wiggly	2		Own, Kinston, NC
Winn Dixie	2		Own, Charlotte, NC
OTHER GROCERY STORES	na		
TOTAL	15+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

RALEIGH-DURHAM (MSA)

DURHAM

Durham, Franklin, Orange and Wake Counties

LEADING CHAINS:		93.5%	
Food Lion	10	31.0	Own, Salisbury, NC
Kroger	5	23.5	Own, Salem, VA
Harris-Teeter	4	14.0	Own, Charlotte, NC
Winn Dixie	6	14.0	Own, Raleigh, NC
A&P	5	8.0	Own, Charlotte, NC
Byrd's Food Center	4	2.5	Own, Burlington, NC
Piggly Wiggly	1	0.5	Own, Kinston, NC
Fast Fare (C)	5	*	Own, Henderson, NC
Ken's Quickie Mart (C)	4	*	na
7-Eleven (C)	8	*	The Southland Corp., Raleigh, NC
LEADING INDEPENDENTS:		3.0%	
Fowler's Food Store	1	2.0	Own, Chapel Hill, NC
Fowler's of Durham	1	0.5	Own, Durham, NC
King's Red & White	1	0.5	Thos. & Howard, Durham, NC
OTHER GROCERY STORES	na	3.5%	
TOTAL	55+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by "The Durham Herald".

RALEIGH

LEADING CHAINS:		87.0%*	
Food Lion	14	31.0	Own, Salisbury, NC
Winn-Dixie	16	22.0	Own, Greenville, SC
Harris-Teeter	7	12.0	Own, Charlotte, NC
Farm Fresh	4	10.0	na
Save-A-Center (A&P)	8	7.0	A&P, Charlotte, NC
Kroger	1	2.0	Own, Charlotte, NC
Piggly Wiggly	3	2.0	Own, Kinston, NC
Fresh Market	2	1.0	Merchants Dist. Inc., Greenboro, NC
Big Star**	**	**	Harris-Teeter, Charlotte, NC
INDEPENDENTS:		2.0%	
Red & White	1	1.0	Thos. & Harcord, Durham, NC
IGA	1	1.0	Quinn Wholesale Co, Warsaw, NC
CONVENIENCE STORES:			
Circle K	5	***	Own, College Park, GA
Fast Fare	24	***	Own, Raleigh, NC
Grocery Boy Jr.	na	***	Own, Cary, NC
Han-Dee-Hugo's	3	***	Own, Elizabethtown, NC
Lighthouse Food Mart	3	***	Own, Cary, NC
7-Eleven	3	***	Fast Foods, Dallas, TX
The Pantry	4	***	Own, Atlanta, GA
OTHER GROCERY STORES	na	11.0%	
TOTAL	99+	100.0%	

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na not available

* Percents based on asnwers to the following question: "At which store did you buy most of your groceries in the past seven days?"

** Big Star recently sold all of its locations to Harris-Teeter. At time of market study it had 10 stores and an approximate market share of 17.0%.

***Included in "Other Grocery Stores" percent.

Note: Food Lion is planning on adding four more stores to the Raleigh market and Harris-Teeter is adding two stores.

WILMINGTON (MSA)

New Hanover County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Food Lion	5		Own, Salisbury, NC
Harris-Teeter	3		Own, Charlotte, NC
Hills	8		Own, Whiteville, NC
Kroger Sav-On	1		Own, Charlotte, NC
Wilson's	4		Quinn Wholesale, Warsaw, NC
Winn Dixie	1		Own, Charlotte, NC
OTHER GROCERY STORES	na		
TOTAL	22+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

NORTH DAKOTA

BISMARCK* (MSA)

Burleigh and Morton Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		91.0%	
Super-Valu	4	62.0	Own, Bismark, ND
Red Owl	2	10.0	Own, Fargo, ND
Warehouse Market	1	10.0	Nash-Finch, Fargo, ND
Holiday Plus	1	9.0	Fairway Foods, Fargo, ND
LEADING INDEPENDENTS:		2.0%	
Buy-Rite	1	2.0	na
LEADING CONVENIENCE STORE CHAINS:		5.0%	
Mini-Mart	5	2.0	Mini-Mart, Casper, WY
7-Eleven	1	2.0	Southland Corp., Chesterfield, MO
General Stores	3	1.0	na
OTHER GROCERY STORES	4	2.0%	
TOTAL	22	100.0%	

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na not available

* According to our source, Bismarck has experienced no changes since last year.

FARGO-MOORHEAD (ND-MN) (MSA)

Cass County, ND Clay County, MN	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		89.5%	
Hornbacher's	3	42.0	Super Valu, Fargo, ND
Sun Mart	6	31.0	Nash Finch, Minot, ND
Wise Buy Foods	2	8.5	Red Owl, Fargo, ND
Food 4 Less	1	8.0	Fairway Foods, Inc., Fargo, ND
LEADING INDEPENDENTS:		10.5%	
Larson's Super Valu	1	5.7	Super Valu, Fargo, ND
Jim's Super Valu	1	4.8	Super Valu, Fargo, ND
LEADING CONVENIENCE STORES:			
Food 'n' Fuel	7	*	na
Mini-Mart	4	*	Own, Casper, NY
7-Eleven	4	*	The Southland Corp., Chesterfield, MO
Stop 'n Go	12	*	na
TOTAL	41	100.0%	

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na not available

* Percent of Market Share is negligible.

GRAND FORKS (MSA)

Grand Forks County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Albertson's	1		Own, Super Valu, Fargo, ND
Food Bonanza	1		Nash Finch, Fargo, ND
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Grand Forks Food Coop	1		Own, Grand Forks, ND
LEADING INDEPENDENTS:			
Hugo's	4		Nash Finch, Fargo, ND
Country Store	1		Red Owl, Fargo, ND
LEADING CONVENIENCE STORE CHAINS:			
Mini Mart	4		L.B. Hartz, Fargo, N.D.
Valley Dairy	10		Mini-Mart, Casper, WY
TOTAL	22	*	

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* Share of Market Data is unobtainable.

AKRON (PMSA)

Portage and Summit Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		74.0%	
Acme/Click/Y Mart	27	46.0	Fred W. Albrecht, Akron, OH
Fazios/Fishers/Carls	7	16.0	Heritage Wholesale, Bedford Hgts, OH
The Tamarkin Co./Valu King	8	7.0	Giant Eagle, Youngstown, OH
Pick N Pay	2	3.0	First National, Cleveland, OH
Sparkle	2	2.0	P.J. Schmidt/Betsy Ross, Mogadore, OH
INDEPENDENTS	42	25.0%	
OTHER GROCERY STORES	na	1.0%	
TOTAL	88+	100.0%	

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na not available

* These figures are "in-house" estimates.

CANTON (MSA)

Carroll and Stark Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		39.5%	
Fisher Foods of Canton	5	20.0	Own, Canton, OH
Piggly Wiggly	5	10.0	American Seaway Foods, Bedford Hgts., OH
Fisher/Fazio	1	5.0	Own, Bedford Hgts., OH
Sparkle	3	4.0	Peter J. Schmidt, Mogadore, OH
CFM	1	0.5	Scot Lad Foods, Lima, OH
Acme/Click	2	*	Fred W. Albrecht Groc. Co., Akron, OH
Apples	2	*	Peter J. Schmidt, Mogadore, OH
Cardinal Foods	2	*	Own, Columbus, OH
Giant Eagle	2	*	Own, Pittsburgh, PA
VOLUNTARY &/OR COOPERATIVE GROUPS:		47.0%	
IGA	28	40.0	Fleming Co., Massilon, OH
A/G	17	7.0	Own, Dennison, OH
LEADING INDEPENDENTS:		4.0%	
Bordner's	2	4.0	Fleming Co., Massilon, OH
Parkland Foods	1	*	Peter J. Schmidt, Mogadore, OH
LEADING CONVENIENCE STORES:			
Dairy Mart	45	*	Own, Cuyahoga Falls, OH
7-Eleven	2	*	Own, Brookpark, OH
Spee Dee Foods/Minit Mart	18	*	Own, Akron, OH
Stop 'N Go	8	*	Own, Medina, OH
SuperAmerica	2	*	Own, Ashland, KY
OTHER GROCERY STORES	na	9.5%	
TOTAL	146+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

DAYTON-SPRINGFIELD (MSA)

DAYTON

Clark, Green, Miami and Montgomery Counties

LEADING CHAINS:		62.0%	
Kroger	25	43.0	Own, Cincinnati, OH
Cub	3	7.0	Super Valu, Xenia, OH
Stump's and Stump's U-Save	7	5.0	Super Valu, Xenia, OH
Fulmer's	8	3.0	Super Valu, Xenia, OH
Metro Market	7	2.0	Cardinal Foods, Columbus, OH
Kash 'N Karry	3	1.5	Seaway Foodtown, Toledo, OH
Marsh	3	0.5	Own, Yorktown, IN
VOLUNTARY &/OR COOPERATIVE GROUPS:		14.0%	
IGA	19	7.0	Super Food Services, Dayton, OH
White Villa	75	4.0	Own, West Carrollton, OH
Super Valu	11	3.0	Own, Xenia, OH
LEADING INDEPENDENTS:		15.5%	
Eavey's	3	4.0	na
Bob's Food Warehouse	1	3.0	na
Freedom Foods	4	1.5	White Villa Grocery, Dayton, OH
County Market	1	1.0	Super Valu, Xenia, OH
Dillman Foods	1	1.0	Super Valu, Xenia, OH
Dorothy Lane Market	1	1.0	Super Valu, Xenia, OH
Dots	2	1.0	na
Lofino	2	1.0	Super Valu, Xenia, OH
Phil & Jerry's	1	1.0	White Villa Grocery, Dayton, OH
Woody's	1	1.0	White Villa Grocery, Dayton, OH
LEADING CONVENIENCE STORE CHAINS:			
Lawson's	26	*	Consolidated Foods, Cuyahoga, OH
Stop & Go	45	*	Own, Englewood, OH
United Dairy	7	*	Own, Cincinatti, OH
OTHER GROCERY STORES	264	8.5%	
TOTAL	520	100.0%	

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na not available
* Included in "Other Grocery Stores" percent.

SPRINGFIELD

		*	
LEADING CHAINS:		53.0%	
Kroger	3	34.0	Own, Cincinnati, OH
Super Valu	3	10.0	Own, Dayton, OH
Tulmer's	4	6.0	Super Valu, Springfield, OH
Big Bear	4	3.0	Own, Columbus, OH
OTHER GROCERY STORES	na	47.0%	
TOTAL	14+	100.0%	

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na not availble
* These figures are estimates only

HAMILTON-MIDDLETOWN (PMSA)

Butler County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
IGA	6		Super Food Service, Cincinnati, OH
Kroger	7		Own, Cincinnati, OH
Marsh	6		Own, Yorkstown, IN
Meijer	1		Own, Grand Rapids, MI
Mr. Moneysworth	1		Cardinal Foods, Columbus, OH
Super Valu	4		Own, Xenia, OH
OTHER GROCERY STORES	na		
TOTAL	25+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

LIMA (MSA)

Allen and Auglaize	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Foodtown Kash 'n Karry	1		Scot Lad, Lima, OH
Ray's Supermarkets	5		na
VOLUNTARY &/OR COOP GROUPS:			
IGA	3		Super Food Service, Dayton, OH
LEADING INDEPENDENTS:			
Clyde Evans Markets	6		Food Marketing, Fort Wayne, IN
Clyde Evans County Markets	1		na
OTHER GROCERY STORES	19		
TOTAL	35+	*	

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na not available
* Share of Market Data is unobtainable.

LORAIN-ELYRIA (PMSA)

Lorain County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		41.9%	
Fazio	15	18.5	Fisher Food Co., Bedford Hghts. OH
Finast	8	9.8	First National Supermarket, Cleveland, OH
Eagle	6	7.4	American Seaway, Bedford Hghts., OH
Kroger	2	2.5	na
Rini	2	2.5	American Seaway, Bedford Hghts., OH
Geyers	1	1.2	Own, Lexington, OH
LEADING INDEPENDENTS:		23.0%	
IGA	11	14.9	McLain, Massillon, OH
Sparkle (C)	6	8.1	Peter J. Schmitt, Co., Mogadore, OH
CONVENIENCE STORES	21	12.0%	
OTHER GROCERY STORES	na	23.1%	
TOTAL	72+	100.0%	

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na not available
* These figures are "in-house" estiamtes.

MANSFIELD (MSA)

Richland County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Edwards	1		Pick 'N Pay, Maple Heights, OH
Food Town	1		Own, Toledo, OH
Kroger	3		Own, Cincinnati, OH
Neff's Cardinal Markets	2		Own, Columbus, OH
Super Dollar	4		na
OTHER GROCERY STORES	na		
TOTAL	11+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

STEUBENVILLE-WEIRTON (OH-WV) (MSA)

Jefferson County, OH Brooke and Hancock Counties, WV	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:			
Big Bear	1	**	Own, Columbus, OH
Convenient Foods (C)	1		Scot Lad Foods, Lima, OH
Convenience Market	1		Asso. Grocers, Dennison, OH
Foodland	9		Wetterau, Belle Vernon, PA
Kroger	4		Own, Columbus, OH
Lawson's (C)	1		Own, Cuyahoga Hgts., OH
Valu King	1		Tomarkin, Youngstown, OH
OTHER GROCERY STORES	na		
TOTAL	18+	**	

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na not available
(C) Convenience Stores
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

TOLEDO (MSA)

Fulton, Lucas and Wood Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		70.0%	
Food Town	31	29.0	Seaway Food Town, Maumee, OH
Kroger	13	26.0	Own, Westerville, OH
Centre	6	7.0	Scot Lad, Lima, OH
Farmer Jack	1	5.0	Borman's, Detroit, MI
Pick-N-Pay	1	3.0	First National, Cleveland, OH
OTHER GROCERY STORES	na	30.0%	
TOTAL	52+	100.0%	

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na not available
* These figures are "in-house" estimates.

YOUNGSTOWN-WARREN (MSA)

Mahoning and Trumbull Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		52.0%	
Giant Eagle	10	20.0	Own, Youngstown, OH
Mahoning Sparklet Market	13	17.0	P.J. Schmitt/Betsy Ross, Youngstown, OH
Valu King	29	9.0	Wetterau, Poland, OH
Fazio's/Fishers/Carls	2	4.0	Heritage Wholesale, Bedford Hgts., OH
Riverside	2	2.0	Penn Traffic Co., DuBois, PA
OOTHER GROCERY STORES	na	48.0%	
TOTAL	56+	100.0%	

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na not available
* These figures are "in-house" estimates.

OKLAHOMA

ENID (MSA)

Garfield County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		63.0%	
United Super Market	3	35.0	Hale-Halsell Co., Tulsa, OK
Skaggs	1	20.0	na
Jumbo	1	8.0	na
LEADING INDEPENDENTS:		36.0%	
The Boys Super Market	4	36.0	Scrivner Inc., Oklahoma City, OK
OTHER GROCERY STORES	15	1.0%	
TOTAL	24	100.0%	

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na not available

LAWTON (MSA)

Comanche County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		25.0%	
Safeway	4	25.0	Own, Oklahoma City, OK
VOLUNTARY &/OR COOPERATIVE GROUPS:		30.0%	
Fort Sill Commissary	1	30.0	na
LEADING INDEPENDENTS:		40.0%	
Herbs	7	37.0	Scrivner Inc., Oklahoma City, OK
Mac's	1	3.0	Hale-Halsell Co., Tulsa, OK
LEADING CONVENIENCE STORE CHAINS:		3.0%	
7-Eleven	16	2.0	na
Cagles	4	0.8	na
Little Macs	3	0.2	na
OTHER GROCERY STORES	na	2.0%	
TOTAL	36+	100.0%	

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na not available

SHAWNEE

Pottawatonie County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		85.0%	
Food-4-Less	1	30.0	Scrivner, Oklahoma City, OK
Pratts Foods	4	30.0	Scrivner, Oklahoma City, OK
IGA	2	15.0	Fleming, Oklahoma City, OK
Safeway	1	10.0	Own, Oklahoma City, OK
LEADING INDEPENDENTS:			
Handy Dandy	3	**	Tyler & Simpson, Norman, OK
Happy Snappy	1	**	na
Kwik Stop	7	**	Own, Shawnee, OK
Love's Country Store	2	**	Own, Oklahoma City, OK
Shop-N-Go	1	**	McLane, Temple, TX
Wag-A-Bag, Inc.	2	**	Affiliated Foods, Tulsa, OK
OTHER GROCERY STORES	na	15.0%	
TOTAL	24+	100.0%	

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na not available
* Included in "Other Grocery Stores" percent

Note: Above information kindly provided by The Papert Companies, Dallas, TX and another source who prefers to remain anonymous.

TULSA (MSA)

Creek, Osage, Rogers, Tulsa and Wagoner Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		79.0%	
Safeway	33	34.0	Own, Oklahoma City, OK
AG/Thrift-T-Wise	10	13.0	Fleming, Oklahoma City,
Scrivner	6	9.0	Own, Oklahoma City, OK
McCartneys	2	6.0	Fleming, Oklahoma City, OK
Sipes	3	5.0	Hale Halsell, Tulsa, OK
Skaggs	3	4.0	na
IGA	13	3.5	Fleming, Oklahoma City, OK
Wells Market	6	3.0	Fleming, Oklahoma City, OK
Petty's	3	1.5	Hale Halsell, Tulsa, OK
OTHER GROCERY STORES	88	21.0%	
TOTAL	167	100.0%	

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na not available

Note: Above information kindly provided by The Papert Companies, Dallas, TX.

OREGON

EUGENE-SPRINGFIELD[1] (MSA)

Lane County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Albertson's	7		West Coast Grocery, Salem, OR
Drive-N-Save	2		Fleming Co., Portland, OR
IGA	2		West Coast Grocery, Salem, OR
McKay's	5		West Coast Grocery, Salem, OR
Safeway	14		Own, Portland, OR
Thriftway	2		United Grocers, Portland, OR
Waremart	2		West Coast Grocery, Salem, OR
OTHER GROCERY STORES	na		
TOTAL	34+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

[1] Above information covers only Eugene. Information on Springfield is unobtainable.

MEDFORD (MSA)

Jackson County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Albertson's	1		Own, Portland, OR
Drive 'N Save	5		Richard's Food Centers, Inc. Grants Pass, OR
Safeway	2		Own, Clackamas, OR
Sentry	2		C&K Markets, Inc., Brookings, OR
Thriftway	1		United Grocers Inc., Medford, OR
OTHER GROCERY STORES	na		
TOTAL	11+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

SALEM (MSA)

Marion and Polk Counties	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Albertson's	3		West Coast Grocery, Salem, OR
Food For Less	1		Fleming Foods, Portland, OR
Fred Meyer, Inc.	3		Own, Portland, OR
Safeway	9		Own, Portland, OR
Waremart	2		West Coast Grocery, Salem, OR
LEADING CONVENIENCE STORE CHAINS:			
Circle K Food Stores	20		McClane's, Kent, WA
Plaid Pantry	12		Fleming Foods, Portland, OR
7-Eleven	11		Southland Corp., Dallas, TX (For Southland-Main Office Location)
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA Stores	8		West Coast Grocery, Salem, OR
Thriftway	6		United Grocers, Portland, OR
LEADING INDEPENDENTS:			
Capital Market	1		na
Russ' Day 'N Nite	6		na
OTHER GROCERY STORES	56		
TOTAL	138	*	

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na not available

* Share of Market Data is unobtainable.

PENNSYLVANIA

ALLENTOWN-BETHLEHEM (PA-NJ) (MSA)

Carbon, Lehigh and Northhampton Counties, PA Warren County, NJ	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		65.7%	
Food Lane	27	35.0	Wetterau Foods Dist., Temple, PA
Acme	14	8.0	Own, Philadelphia, PA
Super Fresh Food Markets	3	5.0	A&P Tea Co., Florence, NJ
Pathmark	2	4.7	Own, Woodbridge, NJ
Weis	6	4.5	Own, Sunbury, PA
Giant	2	4.3	Super Rite Foods, Inc., Harrisburg, PA
A&P	3	4.2	Own, Montvale, NJ
VOLUNTARY &/OR COOPERATIVE GROUPS:		4.0%	
Shop Rite	3	4.0	Wakefern Foods Corp., Elizabeth, NJ
LEADING INDEPENDENTS:			
Valley Farm Market	3	**	na
OTHER GROCERY STORES	95	30.3%	
TOTAL	158	100.0%	

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na not available

* These figures are "in-house" estimates.

**Included in "Other Grocery Stores" percent.

Note: No. of Stores and Principal Supplier information kindly provided by "The Allentown Morning Call".

ALTOONA (MSA)

Blair County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		56.0%	
Riverside Markets	11	28.0	Penn Traffic, DuBois, PA
Weis	2	20.0	Own, Sunbury, PA
Giant Eagle	1	5.0	Own, Pittsburgh, PA
Shop 'N Save	1	3.0	Charley Bros., Greensburg, PA
VOLUNTARY &/OR COOPERATIVE GROUPS:		37.0%	
IGA Foodliners	5	33.0	Gateway, Altoona/Huntington, PA
Economy A/G	4	2.0	Gateway, Altoona, PA
Foodland	1	2.0	Fox Grocery, Belle Vernon, PA
WAREHOUSE OUTLETS:		5.0%	
U-Save Food Warehouse	1	5.0	Penn Traffic, DuBois, PA
OTHER GROCERY STORES:		2.0%	
Bi-Lo	1	2.0	Penn Traffic, DuBois, PA
TOTAL	27	100.0%	

BEAVER COUNTY (PMSA)

Beaver County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Foodland	10		Wetterau, Belle Vernon, PA
Giant Eagel	2		OK Grocery Co., Pittsburgh, PA
IGA	2		Gateway, Huntingdon, PA
Shop 'N Save	1		Carley Bros., Greensburg, PA
Stop & Go (C)	4		Own, Englewood, OH***
Valu King	2		OK Grocery Co., Youngstown, OH
OTHER GROCERY STORES	na		
TOTAL	21+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

***Buying Office Location.

ERIE* (MSA)

Erie County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		56.0%	
Loblaws	9	26.0	P.J. Schmitt, Sharon, PA
Super Duper	4	15.7	Own, Jamestown, NY
Giant Eagle	4	14.3	Tamarkin, Youngstown, OH
VOLUNTARY &/OR COOPERATIVE GROUPS:		10.6%	
Shur Fine	7	10.6	Olean Wholesale, Olean, NY
LEADING INDEPENDENTS:		2.5%	
Quality Markets	8	2.5	Own, Jamestown, NY
LEADING CONVENIENCE STORE CHAINS:		27.7%	
Country Fair	17	16.6	P.J. Schmitt, Buffalo, NY
Lawsons	na	11.1	na
OTHER GROCERY STORES	na	3.2%	
TOTAL	49+	100.0%	

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na not available

* According to our source, Erie has experienced no changes since last year.

Note: Above information kindly provided by The Erie Times Publishing Co.

HARRISBURG-LEBANON-CARLISLE (MSA)

Cumberland, Dauphin, Lebanon & Perry County	No. of Stores	% of Market Share*	Principal Supplier
CHAIN STORES:		44.4%	
Weis	16	23.4	Own, Sunbury, PA
Giant	10	15.2	Own, Carlisle Food Mkt., Carlisle, PA
Pathmark	2	5.8	Own, Woodbridge, NJ
INDEPENDENT STORES:		29.3%	
Redner's	2	11.4	Associated Wholesalers, Robesonia, PA
Karns	5	6.8	Own, Mechanicsburg, PA
Konhaus	3	6.3	Own, Mechanicsburg, PA
Nells	1	2.5	na
Cresslers'	1	2.3	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		47.5%	
IGA	1	23.8	G.H. Delp & Co., Temple, PA
FoodRite	6	10.3	na
Thriftway	4	6.0	Own, Middleton, PA
Super Fresh	3	4.3	na
Super Thrift	2	3.1	P.A. & Small, York, PA
TOTAL	56	**	

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na not available

* Percents are combined averages of figures provided for by each county covered.

**Percents do not equal 100.0%, due to the fact that they are combined averages.

HAZLETON

Luzerne County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Acme Super Saver	2		Own, Philadelphia, PA
Food Lane	1		Own, Easton, PA
Insalaco	1		Affiliated Foods, Scranton, PA
Martin's (Giant)	1		Giant, Carlisle, PA
Weis	1		Own, Sunbury, PA
LEADING INDEPENDENTS:			
A-1	1		Scott Distributors, Plains, PA
Diamond Super Market	1		Affiliated Foods, Scranton, PA
Freeland Food Market	1		Thriftway, King of Prussia, PA
Freeland ShurSave	1		Affiliated Foods, Scranton, PA
IGA:	1		
Gould's IGA	1		Wetterau, Temple, PA
J & E Super Market (IGA)	1		Wetterau, Temple, PA
McAdoo IGA	1		Wetterau, Templ, PA
Petruzzi's IGA	1		Wetterau, Temple, PA
Topp's IGA	1		Wetterau, Temple, PA
Tarone's Market	1		Wyoming Valley Dist., Wilkes Barre, PA
CONVENIENCE STORE CHAINS:			
Convenient Food Mart	1		Affiliated Foods, Scranton, PA
Pantry Quik	4		Wyoming Valley Dist., Wilkes Barre, PA
Turkey Hill Mini Mart	2		Own, Lancaster, PA
OTHER GROCERY STORES	na		
TOTAL	23+	*	

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na not available

* Share of Market Data is unobtainable.

Note: Above information kindly provided by "The Hazleton Standard Speaker".

JOHNSTOWN (MSA)

Cambia and Somerset Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		44.0%	
Riverside	12	23.0	Penn Traffic, Johnstown, PA
Giant Eagle	3	10.0	OK Groc. Co., Pittsburgh, PA
Shop & Save	3	8.0	Charley Bros., Greensburg, PA
U-Save	6	3.0	Penn Traffic, Johnstown, PA
AG-Economy	9	**	Own, Altoona, PA
Ideal Food	2	**	Reeves Parvin, Huntington, PA
OTHER GROCERY STORES	na	56.0%	
TOTAL	35+	100.0%	

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na not available
* These figures are "in-house" estimates.
**Included in "Other Grocery Stores" percent.

LANCASTER (MSA)

Lancaster County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Acme	1		Own, Philadelphia, PA
Food Rite	2		na
Giant	5		Super Rite, Harrisburg, PA
IGA	8		G.H. Delp Co., Temple. PA
Save-A-Lot	2		Moran, Bridgeport, NJ
Weiss	15		Own, Sunbury, PA
OTHER GROCERY STORES	na		
TOTAL	33+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

READING (MSA)

Berks County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Acme	7		Own, Philadelphia, PA
IGA	10		Wetterau, Temple, PA
Jewel T	1		American Super Stores, Wilmington, DE
Pathmark	2		Supermarkets General, Delran, NJ
Redner's	9		Super Rite, Reading, PA
Shop Rite	1		Wakefern, Elizabeth, NJ
Thriftway	5		Fleming, Oaks, PA
Weis	6		Own, Sunbury, PA
OTHER GROCERY STORES	na		
TOTAL	41+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

SCRANTON--WILKES-BARRE (MSA)

Columbia, Lackawanna, Luzerne, Monroe and Wyoming Counties

SCRANTON[1]

LEADING STORES:	*	**	
Acme/Super Saver	7		American Stores Co., Forty Fort, PA
Giant	8		Super Rite Foods, Carlisle, PA
IGA	3		Affiliated Food Dist., Scarnton, PA
Price Chopper	3		Golub Corp., Schenectady, NY
Weis	8		Own, Sunbury, PA
OTHER GROCERY STORES	na		
TOTAL	29+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

WILKES-BARRE

LEADING CHAINS:		*	
Acme	14		American Stores, Co., Forty, Fort, PA
Giant	3		Super Rite Foods, Carlisle, PA
Jubilee Markets	1		Affiliated Foods, Scranton, PA
Price Chopper	1		Golub Corp., Schenectady, NY
Weis	4		Own, Sunbury, PA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Economy Stores	50		Wyoming Valley Dist. Co., Wilkes Barre, PA
IGA	4		Affiliated Food Dist., Scranton, PA
LEADING INDEPENDENTS:			
Fetch's Markets	2		Affiliated Foods, Scranton, PA
Insalaco's Supermarkets	7		Affiliated Foods, Scranton, PA
Sunshine Markets	4		Scott Grocery, Wilkes-Barre, PA
LEADING CONVENIENCE:			
A Plus Mini Markets (C)	4		Own, Malvern, PA
Pantry Quick (C)	6		Own, Hazelton, PA
OTHER GROCERY STORES	na		
TOTAL	100+	*	

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na not available

(C) Convenience Stores

* Share of Market Data is unobtainable.

Note: Wilkes-Barre information kindly provided by "The Wilkes-Barre Times Leader".

SHARON (MSA)

Mercer County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Country Market	1		Asso. Groc., Dennison, OH
Donofrio's	1		na
Giant Eagle	1		Tamarkin, Youngstown, OH
Golden Dawn	9		Peter J. Schmitt, Sharon, PA
Valu King	1		Tamarkin, Youngstown, OH
Valu-Rite	1		na
OTHER GROCERY STORES	na		
TOTAL	14+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

STATE COLLEGE (MSA)

Centre County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
IGA	1		Gateway, Altoona, Huntington, PA
Riverside	4		Penn Traffic, DuBois, PA
U-Save	1		Penn Traffic, DuBois, PA
Weis	4		Own, Sunbury, PA
OTHER GROCERY STORES	na		
TOTAL	10+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

WILLIAMSPORT (MSA)

Lycoming County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Acme	2		American Stores, Co., Forty Fort, PA
Giant	1		Super Rite Foods, Carlisle, PA
Riverside	4		Penn Traffic, DuBois, PA
Weis	6		Own, Sunbury, PA
LEADING CONVENIENCE STORES:			
Stop-N-Go	4		Own, Williamsport, PA***
Turkey Hill	2		Own, Lancaster, PA***
Uni-Mart	5		Own, Pittsburgh, PA***
Zippy Mart	4		Food Bag/Zippy Markets, Buwick, PA
OTHER GROCERY STORES	na		
TOTAL	28+	**	

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na not available

* These figures are "in-house" estimates.

** Share of Market Data is unobtainable.

***Buying office location.

YORK (MSA)

Adams and York Counties	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Giant	4		Own, Carlisle, PA
Jays	3		na
P.A. and Small	9		Own, York, PA
Pathmark	1		Own, Woodbridge, NJ
Superfresh	2		Own, Baltimore, MD
Weis	10		Own, Sunbury, PA
VOLUNTARY &/OR COOP GROUPS:			
AG	150		Asso. Wholesalers, Inc., York, PA
TOTAL	179	*	

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na not available

* Share of Market Data is unobtainable.

RHODE ISLAND

PAWTUCKET-WOONSOCKET-ATTLEBORO (RI-MA) (PMSA)

PAWTUCKET*

Parts of Bristol, Norfolk and Worcester Counties, MA; Providence County, RI	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		43.9%	
Stop 'n Shop	1	19.9	Own, North Quincy, MA
Almacs/Food City	9	14.1	Own, East Providence, RI
Star Market	3	5.9	Own, Cambridge, MA
Valueland	1	2.6	Own, Canton, MA
Morse's Food Mart	1	1.4	Sweet Life Foods, Northborough, MA
INDEPENDENT:		1.0%	
IGA	2	1.0	Roger Williams, Cumberland, RI
ALL OTHER GROCERY STORES (Includes Convenience Stores)	na	55.1%	
TOTAL	17+	100.0%	

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na not available

* Information above covers the following areas only: Pawtucket City, Central Falls City, Cumberland Town and Lincoln Town, Rhode Island; Seekonk Town and South Attleboro Town, MA.

PROVIDENCE (PMSA)

Bristol County and parts of Kent, Newport, Providence and Washington Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		77.0%	
Almacs	24	30.0	Own, East Providence, RI
Stop & Shop	8	20.0	Own, North Quincy, MA
Star	10**	14.0	Own, Cambridge, MA
Great Scott	7	8.0	James Ferrara & Sons, Canton, MA
Big Discount Wonder Markets	1	4.0	C&S Wholesale, Worcester, MA
A&P	2	1.0	Own, Springfield, MA
OTHER GROCERY STORES	na	23.0%	
TOTAL	52+	100.0%	

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na not available

* These figures are "in-house" estimates.

**This figure kindly provided by Mr. Brian Pijanowski, Director of Marketing, Star Market Co., Cambridge, MA.

SOUTH CAROLINA

ANDERSON (MSA)

Anderson County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
A&P	2		Own, Charlotte, NC
Bi-Lo	4		Own, Mauldin, SC
Fast Fare (C)	14		Own, Raleigh, NC***
Ingles	3		Own, Black Mountain, NC
Kroger	2		Own, Charlotte, NC
Winn Dixie	4		Own, Taylor, SC
OTHER GROCERY STORES	na		
TOTAL	29+	**	

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na not available

(C) Convenience Store

* These figures are "in-house" estimates.

** Share of Market Data is unobtainable.

***Buying office location.

CHARLESTON (MSA)

Berkeley, Charleston and Dorchester Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		63.0%	
Bi-Lo	10	21.0	Own, Mauldin, SC
Winn Dixie	5	13.0	Own, Greenville, SC
Food Lion	8	12.0	Own, Salisbury, NC
Kroger	6	11.0	Own, Charlotte, NC
Harris Teeter	4	6.0	Own, Charlotte, NC
VOLUNTARY &/OR COOP GROUPS:		35.0%	
Piggly Wiggly	26	22.0	Own, Charleston Hgts., SC
Foodland*	15	12.0	na
IGA	2	1.0	W. Lee Flowers, Lake City, SC
OTHER GROCERY STORES	na	2.0%	
TOTAL	76+	100.0%	

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na not available

* Foodland stores are the result of a merger between Doscher and Red and White Stores.

Note: Above information kindly provided by "The Charleston News & Courier/ The Charleston Evening Post".

COLUMBIA (MSA)

Lexington and Richland Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		93.7%	
Food Lion	12	20.9	Own, Elloree, SC
Bi-Lo	8	20.5	Own, Mauldin, SC
Kroger	6	14.5	Own, Charlotte, NC
Piggly Wiggly	7	12.6	Own, Charleston Hghts., SC
Winn-Dixie	5	12.0	Own, Greenville, SC
Red & White	7	9.0	Thomas and Howard Co., Columbia, SC
A&P	2	4.2	Own, Charlotte, NC
The Fresh Market	2	3.9	na
Harris Teeter	1	*	na
LEADING CONVENIENCE STORES:			
Fast Fare Inc.	8	*	Own, Raleigh, NC
Handy Pantry	4	*	Own, Gastonia, NC
Majik Markets	15	*	Munford Inc., Atlanta, GA
7-Eleven	6	*	The Southland Corp., Orlando, FL
The Pantry	4	*	Own, Columbia, SC
Young's Food Stores, Inc.	4	*	Own, Sumpter, SC
OTHER GROCERY STORES	na	2.4%	
TOTAL	91+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by "The Columbia State".

FLORENCE (MSA)

Florence County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Bi-Lo	1		Own, Mauldin, SC
Food Lion	2		Own, Salisbury, NC
IGA	1		W. Lee Flowers, Lake City, SC
Kroger Sav-On	1		Own, Charlotte, NC
Piggly Wiggly	3		Own, Charleston Hghts., SC
Thriftway	4		Thomas & Howard, Columbia, SC
Winn-Dixie	2		Own, Greenville, SC
OTHER GROCERY STORES	na		
TOTAL	14+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

GREENVILLE-SPARTANBURG (MSA)

Greenville, Pickins and Spartanburg Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		68.0%	
Bi-Lo	29	21.0	Own, Mauldin, SC
Winn Dixie	26	20.0	Own, Greenville, SC
Ingles	17	13.0	Own, Asheville, NC
Community Cash	31	11.0	Own, Spartanburg, SC
The Family Mart (Supers)	2	3.0	Own, Atlanta, GA
Harris-Teeter	1	*	Own, Charleston, NC
Piggly Wiggly	2	*	Own, Charleston Hghts., SC
VOLUNTARY &/OR COOP GROUPS:		4.0%	
Associated Grocery	150	4.0	Own, Greenville, SC
LEADING INDEPENDENTS:		3.0%	
Deal's Park Hills Grocery	1	3.0	MDI, Hickory, NC
LEADING CONVENIENCE STORES:			
Fast Fare	45	*	Thomas & Howard, Columbia, SC
Handee Food Mart	17	*	Own, Travelers Rest, SC
Majik Markets	6	*	Munford Inc., Atlanta, GA
Mr. Zip	32	*	Own, Spartanburg, SC
The Pantry	41	*	Own, Stamford, NC
OTHER GROCERY STORES	na	25.0%	
TOTAL	400+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

Note: According to our source, Greenville-Spartanberg has experienced no changes since last year.

SOUTH DAKOTA

RAPID CITY (MSA)

Pennington County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Albertson's	1		Own, Aurora, CO
Praire Market	1		Nash Finch, Rapid City, SD
Safeway	3		Own, Denver, CO
Sooper Dooper	2		Affiliated Foods, Norfolk, NE
Thrift Center	2		Nash-Finch, Rapid City, SD
OTHER GROCERY STORES	na		
TOTAL	9+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

SIOUX FALLS (MSA)

Minnehaha County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Hy-Vee	3		Own, Cherokee, IA
Nash Finch	5		Own, Sioux Falls, SD
Randall's	1		Own, Mitchell, SD
Sunshine	5		Super Valu, Des Moines, IA
Wise Buy	1		Nash-Finch, Sioux Falls, SD
OTHER GROCERY STORES	na		
TOTAL	15+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

TENNESSEE

CHATTANOOGA (TN-GA) (MSA)

Hamilton, Marion and Sequatchie Counties, TN Catoosa, Dade and Walker Counties, GA	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		77.0%	
Red Food Stores	50	62.0	Own, Chattanooga, TN
Kroger	8	15.0	Own, Nashville, TN
Food Lion	3-8*	un*	Own, Salisbury, NC
INDEPENDENTS:		10.0%	
Pruett Food Town	10	10.0%	C.B. Ragland Co., Nashville, TN
VOLUNTARY &/OR COOP GROUPS:		13.0%	
Dixie Saving Stores	180	13.0	Own, Chattanooga, TN
TOTAL	251-259	100.0%	

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un unknown

* Between now and next year Food Lion is planning on opening a few new stores. Therefore the # of stores is unsure, and their % of Market Share is unknown.

CLARKSVILLE-HOPKINSVILLE (TN-KY) (MSA)

CLARKSVILLE

Montgomery County, TN and Christian County, KY

LEADING CHAINS:		*	
Beach Markets	1		na
Bi-Rite	1		Malone & Hyde, Nashville, TN
CB	3		C.B. Ragland, Nashville, TN
Foodtown	10		na
IGA	2		Wetterau Foods, Greenville, KY
Kroger	2		Own, Nashville, TN
Majik	3		Own, Atlanta, GA
Save-A-Lot	1		Own, St. Louis, MO
Shop Rite	2		C.B. Ragland, Nashville, TN
Super Value	1		Own, Anniston, AL
Winn-Dixie	2		Own, Louisville, KY
OTHER GROCERY STORES	na		
TOTAL	28+	*	

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na not available

* Share of Market Data is unobtainable.

HOPKINSVILLE

		*	
LEADING CHAINS:		43.8%	
Kroger	1	19.6	Own, Nashville, TN
Houchens	1	12.6	Malone & Hyde, Nashville, TN
Winn-Dixie	1	11.6	Own, Louisville, KY
VOLUNTARY &/OR COOPERATIVE GROUPS:		15.2%	
Save-A-Lot	1	8.6	Own, St. Louis, MO
IGA	3	6.6	Wetterau Foods, Greenville, KY
LEADING INDEPENDENTS:		11.0%	
Drury's Super Market	1	11.0	C.B. Ragland, Nashville, TN
Bill Martin's Cee Bee	2	**	C.B. Ragland, Nashville, TN
Gile's Food Market	1	**	Scotland Foods, Eldorado, IL
Swain's Jiffy Market	1	**	C.B. Ragland, Nashville, TN
LEADING CONVENIENCE STORES:		9.2%	
Dodge's Store	1	2.3	
J.R. Food Stores	1	2.3	
Mini Mart	6	2.3	
The Pantry	3	2.3	
OTHER GROCERY STORES	na	20.8%	
TOTAL	23+	100.0%	

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na not available
* These figures are estimates based on customer preference figures.
** Included in "Other Grocery Stores" percent.
Note: Above information kindly provided by the Kentucky New Era Co., Inc.

JACKSON (MSA)

Madison County, TN	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
E.W. James	2		Malone & Hyde, Southhaven, MS
Kroger	2		Own, Memphis, TN
Liberty	4		Malone & Hyde, Southhaven, MS
Pic-Pac	1		Malone & Hyde, Memphis, TN
Piggly Wiggly	1		Malone & Hyde, Memphis, TN
Sunflower	2		Lewis Grocers, Indianola, MS
OTHER GROCERY STORES	na		
TOTAL	12+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

JOHNSON CITY-KINGSPORT-BRISTOL (TN-VA) (MSA)

Carter, Hawkins, Sullivan
Unicoi and Washington Counties, TN
Scott and Washington Counties, VA

	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		75.0%	
Food Lion/Save Rite	17	20.0	Own, Salisbury, NC
Food City	10	17.0	Mid-Mountain, Greenville, TN
Winn-Dixie	8	14.0	Own, Charlotte, NC
Kroger	5	11.0	Own, Roanoke, VA
Food Country, USA	5	5.0	Fleming, Abingdon, VA
Ingles	1	3.0	Own, Black Mountain, NC
Publix	2	3.0	Fleming, Johnson City, TN
A&P	1	2.0	Own, Charlotte, NC
OTHER GROCERY STORES	na	25.0%	
TOTAL	49+	100.0%	

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na not availble
* These figures are "in-house" estimates.

KNOXVILLE (MSA)

Anderson, Blount, Grainger Jefferson, Knox, Sevier and Union Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		78.0%	
Kroger	14	31.0	Own, Nashville, TN
White Stores	28	17.0	Own, Knoxville, TN
Winn-Dixie	12	16.0	Own, Greenville, SC
Food Lion/Save Rite	10	6.0	Own, Salisbury, NC
Ingles	4	6.0	Own, Black Mountain, NC
A&P	2	2.0	Own, Atlanta, GA
OTHER GROCERY STORES	na	22.0%	
TOTAL	70+	100.0%	

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na not available
* These figures are "in-house" estimates.

MEMPHIS (TN-AR-MS) (MSA)

Shelby and Tipton County, TN
Crittenden County, AR
De Soto County, MS

	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Circle K (C)	26		na
Kroger	24		Own, Memphis, TN
Mega Market	3		Malone & Hyde, Memphis, TN
Piggly Wiggly	5		Malone & Hyde, Memphis, TN
7-Eleven (C)	56		Southland Corp., Tyler, TX
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Big Star Food Stores	27		Malone & Hyde, Memphis, TN
Chism Trial	4		na
Food Rite	12		Malone & Hyde, Memphis, TN
LEADING INDEPENDENTS:			
Food Depo	1		Lewis Grocer Co., Indianola, MS
Seesel's	7		Malone & Hyde, Memphis, TN
OTHER GROCERY STORES:			
Corner Grocery	10		na
Loeb's 7-11 Markets (C)	17		na
Save-A-Lot	1		na
TOTAL	193	*	

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na not available
(C) Convenience Stores
* Share of Market Data is unobtainable.

NASHVILLE (MSA)

Cheatham, Davidson, Dickson,
Robertson, Rutherford, Sumner
Williamson and Wilson Counties

	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		51.0%	
Kroger	27	39.0	Own, Nashville, TN
H.G. Hill	16	9.0	Own, Nashville, TN
Farmer's Market Warehouse	1	2.0	Kroger, Nashville, TN
Sunflower Food Store	1	1.0	Lewis Grocery Co., Indianola, MS
VOLUNTARY &/OR COOPERATIVE GROUPS:		14.0%	
Bi-Rite & Food Town+	163+	11.0	Malone & Hyde, Nashville
Cee Bee	50	3.0	C.B. Ragland Co., Nashville, TN
Cub++	++	++	Super Valu, Anniston, AL
Foodland	11	**	Malone & Hyde, Nashville, TN
Mega Market+++	1+++	**	Malone & Hyde, Nashville, TN
LEADING INDEPENDENTS:		6.0%	
Bill Crook Food Stores++++	10++++	5.0	Malone & Hyde, Nashville, TN
Green Hill Market	1	1.0	C.B. Ragland Co., Nashville, TN
Osborne's Food Center	4	**	Pay Cash, Knoxville, TN
Save-U-Foods+++++	1+++++	**	Malone & Hyde, Nashville, TN
Tidwells Super Value	7	**	Super Value, Anniston, AL
OTHER GROCERY STORES	na	29.0%	
TOTAL	293+	100.0%	

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na not available

* These figures are estimates only.

**Included in "Other Grocery Stores" percent.

+ Store # includes all former Big Star & Best Way Stores, as well as 13 former Winn-Dixie stores.

++ Cub Supermarkets will open one store in October of 1988. Another Cub will open in 1989.

+++ Megamarket has one location as of 8-1-88. Two more are planned; one more in '88, the other the first half of '89.

++++ Two of the Bill Crooks are former Winn-Dixie stores.

+++++Former Winn-Dixie Store.

ABILENE (MSA)

Taylor County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		80.0%	
Super Duper*	7	40.0	Furrs, Lubbock, TX
Alberston's Southco	1	10.0	Waples West, Lubbock, TX
M-System	3	10.0	Own, San Angelo, TX
Skaggs	1	10.0	na
Food Emporium	1	8.0	Furr's, Lubbock, TX
Fiesta Stores	1	2.0	na
OTHER GROCERY STORES	na	20.0%	
TOTAL	14+	100.0%	

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na not available

* Furr's, Inc. acquired Super Duper in 1986 and Safeway in 1987. They have since consolidated Furr's and Safeway under the Super Duper name.

Note: The above information kindly provided by "The Abilene Reporter News".

AMARILLO (MSA)

Potter & Randall County	No. of Stores	% of Volume	Principal Supplier
LEADING CHAINS:		98.0%	
United Foods	6	40.0	Fleming Foods, Lubbock, TX
Safeway	5	33.0	Own, Oklahoma City, OK
Albertson's Southco	2	16.0	Fleming Foods, Lubbock, TX
Furr's	2	9.0	Own, Lubbock, TX
OTHER GROCERY STORES	na	2.0%	
TOTAL	15+	100.0%	

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na not available

Note: Above information kindly provided by The Papert Companies, Dallas, TX.

AUSTIN (MSA)

Travis, Hays and Williamson County	No. of Stores	% of Shopper Preference*	Principal Supplier
LEADING CHAINS:		80.0%	
H.E.B.	19	34.0%	Own, San Antonio, TX
Safeway	21	20.0	Own, Houston, TX
Tom Thumb	11	15.0	Own, Dallas, TX
Skaggs	3	7.0	Own, Richardson, TX
Market Basket	4	2.5	Grocers Supply, Houston, TX
Minimax	2	1.5	Fleming Foods, Richardson, TX
LEADING INDEPENDENTS:		10.5%	
Whole Foods	3	3.5	Own, Austin, TX
Sun Harvest	2	3.0	na
Foodland	3	2.5	Grocers Supply, Houston, TX
Fresh Plus (Kash Karry)	5	1.5	Brenham Groc., Brenham, TX
LEADING CONVENIENCE STORES:		4.1%	
7-Eleven	65	2.0**	Southland Corp., Dallas, TX
Circle K	62	1.2**	McLane Co., Temple, TX
Stop 'N Go	38	.9**	McLane Co., Temple, TX
Ballards	15	***	McLane Co., Temple, TX
Chisholm Market	9	***	Capital Wholesale, Austin, TX
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Wheatsville Co-op	1	***	Own, Austin, TX
OTHER GROCERY STORES	73	5.4%	
TOTAL	336	100.0%	

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na not available

* Figures based on the following question: "In which store did you shop at least once in the past 7 days?"
Percent shown above is 1/2 of original reported percent.
Figures were halfed to give clearer picture of market.

** These figures based on same question as other percents, but have been divided by 12.

***Included in "Other Grocery Stores" percent.

Note: Above information kindly proved by "The Austin America-Statesman".

BEAUMONT-PORT ARTHUR (MSA)

Harden, Jefferson & Orange Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Albertson's	1		Own, Richardson, TX
Discount Foods	1		Malone & Hyde, Beaumont, TX
Hometown	1		Schepps Grocery, Houston, TX
Howdy Doody	1		Grocers Supply, Houston, TX
King Saver	3		Asso. Grocer, Dallas, TX
Kroger	1		Own, Houston, TX
Market Basket	21		Grocers Supply, Houston, TX
Safeway	8		Own, Houston, TX
7-Eleven (C)	15		Grocers Supply, Hosuton, TX
OTHER GROCERY STORES	na		
TOTAL	52+		**

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na not available
(C) Convenience Stores
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

BRAZORIA (PMSA)

Brazoria County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Food Fair	1		Garlands, Houston, TX
Kroger	3		Own, Houston, TX
Safeway	3		Own, Houston, TX
OTHER GROCERY STORES	na		
TOTAL	7+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

BROWNSVILLE-HARLINGEN (MSA)

Cameron County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAIN:		50.0%	
H.E.B.	19	50.0	Own, San Antonio, TX
LEADING INDEPENDENTS:		16.0%	
Valley Mart	1	8.0	Groce-Wearden, Donna, TX
Carl's	5	5.0	Groce-Wearden, Donna, TX
Scurlock's	3	3.0	Fleming Foods, San Antonio, TX
Butler's	1	*	Groce-Wearden, Donna, TX
Calzada's	2	*	Groce-Wearden, Donna, TX
El Chapparell	6	*	Groce-Wearden, Donna, TX
Food-4-Less	1	*	Fleming Foods, San Antonio, TX
Foy's	2	*	Fleming Foods, San Antonio, TX
Globe	2	*	Fleming Foods, San Antonio, TX
King Mart	3	*	Fleming Foods, San Antonio, TX
Mr. A. Lopez	7	*	Groce-Wearden, Donna, TX
M. Rivas	8	*	Groce-Wearden, Donna, TX
Moody's Family Center	2	*	Scrivners/Groce Weardon, Donna, TX
LEADING CONVENIENCE STORES:		10.0%	
Circle K	49	*	McLanes, Temple, TX
El Rancho Mini Markets	7	*	na
Maverick	19	*	McLanes, Temple, TX
Sunshine Food Stores	200	10.0	na
OTHER GROCERY STORES	na	24.0%	
TOTAL	337+	100.0%	

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na not available

* Included in "Other Grocery Stores" percent.

Note: Above information kindly provided by the Rio Grande Valley Metro Group.

BRYAN-COLLEGE STATION (MSA)

Brazos County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Kroger	2		Own, Houston, TX
Safeway	4		Own, Houston, TX
Skaggs	1		na
Winn Dixie	2		na
OTHER GROCERY STORES	na		
TOTAL	9+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

CORPUS CHRISTI (MSA)

Nueces and San Patricio Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Albertson's	1		Own, San Antonio, TX
Circle K (C)	27		Own, Austin, TX***
Feudo	2		Scrivner/Groce-Weardon, Victoria, TX
Furr's	4		Own, Lubbock, TX
H.E. Butt	13		Own, San Antonio, TX
Maverick Markets (C)	58		Sweeney, San Antonio, TX
7-Eleven (C)	20		Own, Austin, TX
Sun Harvest	1		Fleming, San Antonio, TX
Super Mix	3		Fleming, San Antonio, TX
OTHER GROCERY STORES	na		
TOTAL	129+	**	

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na not available

* These figures are "in-house" estimates.

** Share of Market Data is unobtainable.

***Buying office location.

EL PASO (MSA)

El Paso County	No. of Stores	% of Volume	Principal Supplier
LEADING CHAINS:		98.0%	
Safeway	11	38.0	Own, El Paso, TX
Save 'N Gain	6	21.0	Furr, Lubbock, TX
Skaggs Alpha Beta	3	11.0	Super Valu, Albuquerque, NM
Big 8	5	7.0	Tri-State, El Paso, TX
Shur Save	10	6.0	Tri-State, El Paso, TX
Smith's Food King	4	6.0	Tri-State, El Paso, TX
Bag 'N Save	2	5.0	Furr's, Lubbock, TX
Food City	4	4.0	Tri-State, El Paso, TX
OTHER GROCERY STORES	na	2.0%	
TOTAL	45+	100.0%	

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na not available

Note: Above information kindly provided by The Papert Companies, Dallas, TX.

GALVESTON-TEXAS CITY (PMSA)

Galveston County

GALVESTON

	*	**	
LEADING STORES:			
Gerland's	3		Own, Houston, TX
King Saver	1		na
Kroger	1		Own, Houston, TX
Randall's	1		Own, Houston, TX
LEADING CONVENIENCE STORES:			
Circle K	10		Own, Houston, TX
7-Eleven	24		Southland Corp., Houston, TX
Stop 'N Go	9		Own, Houston, TX
OTHER GROCERY STORES	na		
TOTAL	49+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market data is unobtainable.

TEXAS CITY

		*	
LEADING CHAINS:			
Kroger	1		Own, Houston, TX
Safeway	1		Own, Houston, TX
LEADING INDEPENDENTS:			
Allen Food King	2		Food King Inc., Dickinson, TX
Super Warehouse Foods	1		Grocers Supply Co., Inc., Houston, TX
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Texas Super Minimax	2		Fleming Food Co., Houston, TX
LEADING CONVENIENCE STORES:			
Circle K (C)	3		na
Jones	1		na
Little Chief	6		na
Stop 'N Go	10		na
Zackie's	3		na
OTHER GROCERY STORES:	10+		
TOTAL	40+	*	

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na not available

* Share of Market Data is unobtainable.

Note: Above information kindly provided by "The Texas City Sun".

KILLEEN-TEMPLE (MSA)

Bell and Coryell Counties

KILLEEN

LEADING CHAINS:		*	
Affiliated	2		Own, Keller, Texas
H.E.B.	3		Own, San Antonio, TX
IGA	1		Fleming Foods Co., San Antonio, TX
Piggly Wiggly	2		Malone & Hyde, Beaumont, TX
Safeway	1		Own, Houston, TX
Winn-Dixie	3		Own, Dallas, TX
OTHER GROCERY STORES	na		
TOTAL	12+	*	

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na not available
* Share of Market Data is not obtainable.

TEMPLE*

LEADING CHAINS:		59.0%	
H.E.B.	3	31.0	Own, Corpus Christi, TX
Safeway	1	13.0	Own, Houston, TX
Albertson's	1	10.0	Fleming Co., Inc., Fort Worth, TX
7-Eleven (C)	11	5.0	Southland Corp., Dallas, TX
VOLUNTARY &/OR COOPERATIVE GROUPS:		24.0%	
Piggly Wiggly	1	7.0	Malone & Hyde, Beaumont, TX
Zippy-Payless	12	6.0	McLane Co., Temple, TX
David's Supermarket	1	5.0	McLane Co., Temple, TX
Minimax	1	3.0	Fleming Co., Inc., Forth Worth, TX
Smith's Red & White	1	3.0	McLane Co., Temple, TX
LEADING INDEPENDENTS:		12.0%	
King Saver Food	2	9.0	Affiliated Grocers, Dallas, TX
Strausburger's	1	3.0	Affiliated Grocers, Dallas, TX
OTHER GROCERY STORES	17	5.0%	
TOTAL	52	100.0%	

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* According to our source: Temple has experienced no changes since last year.
(C) Convenience Stores

LAREDO (MSA)

Webb County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
El Rio Family Center	1		na
H.E.B.	4		Own, San Antonio, TX
Kroger	1		Fleming, San Antonio, TX
Narvaez Grocery	1		na
Tom's	1		Own, San Antonio, TX
Tony's	2		na
Warehouse Grocery	3		na
OTHER GROCERY STORES	na		
TOTAL	13+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

LONGVIEW-MARSHALL (MSA)

LONGVIEW

Gregg and Harrison Counties	No. of Stores	% of Volume	Principal Supplier
LEADING STORES:		93.0%	
Brookshire Foods	5	25.0	Own, Tyler, TX
Super 1	1	20.0	Malone & Hyde, Monroe, LA
Country Market	1	10.0	Lewis Grocery, Indianola, MS
Skaggs Alpha Beta	1	10.0	Waples, Dallas, TX
Tom Thumb	1	10.0	Own, Dallas, TX
Winn-Dixie	3	10.0	Own, Fort Worth, TX
Kroger	1	8.0	Own, Dallas, TX
OTHER GROCERY STORES	107	16.0%	
TOTAL	120	*	

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* Percent of volume total exceeds 100.0%.

Note: Above information kindly provided by The Papert Companies, Dallas, TX

MARSHALL

LEADING STORES:		81.0%	
Brookshire	2	35.0	Own, Tyler, TX
Kroger	1	27.0	Own, Dallas, TX
Winn-Dixie	1	19.0	Own, Dallas, TX
OTHER GROCERY STORES	15	19.0%	
TOTAL	19	100.0%	

Note: Above information kindly provided by The Papert Companies, Dallas, TX.

LUBBOCK (MSA)

Lubbock County	No. of Stores	% of Volume		Principal Supplier
LEADING STORES:		99.0%		
United	10	47.0		Fleming, Lubbock, TX
Furr's	6	16.0	32.0	Own, Lubbock, TX
Food Emporium*	2	16.0		Furr, Lubbock, TX
Albertson's	3	20.0		Fleming, Lubbock, TX
OTHER GROCERY STORES	na	1.0%		
TOTAL	21+	100.0%		

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na not available

* Food Emporium is owned by Furr's, thus bringing Furr's actual % of Volume to 32.0, placing it in second place in the ratings.

Note: Above information kindly provided by the Papert Companies, Dallas, TX.

McALLEN-EDINBURG-MISSION[1] (MSA)

Hidalgo County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Carl's	1		Scrivner, Donna, TX
Drive In	3		Ballard, Autin, TX
H.E.B.	4		H.E. Butt, McAllen, TX
Riva's	2		Scrivner, Donna, TX
Scurlock's	1		Scrivner, Donna, TX
Valley Mart	3		Di Rec Foods, Rio Grande, TX
Warehouse Grocery	1		Food City, San Antonio, TX
OTHER GROCERY STORES	na		
TOTAL	15+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

[1] Information does not cover the city of Mission.

MIDLAND (MSA)

Midland County	No. of Stores	% of Volume	Principal Supplier
LEADING STORES:		97.0%	
Albertson's	2	37.0	Fleming, Lubbock, TX
Safeway	2	25.0	Own, El Paso, TX
Skaggs Alpha Beta	1	15.0	Fleming, Ft. Worth, TX
Furr's	2	14.0	Own, Lubbock, TX
M Systems	3	6.0	Own, San Angelo, TX
OTHER GROCERY STORES	na	3.0%	
TOTAL	10+	100.0%	

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na not available

Note: Above information kindly provided by the Papert Companies, Dallas, TX.

ODESSA (MSA)

Ector County	No. of Stores	% of Volume		Principal Supplier
LEADING STORES:		93.0%		
Furr's	3	28.0	33.0	Own, Lubbock, TX
Gibson's Plus	2	5.0		Furr, Lubbock, TX
Albertson's	2	32.0		Fleming, Lubbock, TX
Skaggs Alpha Beta	1	12.0		Fleming, Fort Worth, TX
Serv All	5	8.0		Affiliated, Amarillo, TX
Safeway	1	6.0		Own, El Paso, TX
Everybody's	1	2.0		Affiliated, Amarillo, TX
OTHER GROCERY STORES	na	7.0%		
TOTAL	15+	100.0%		

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na not available

* Gibson's is owned by Furr's, thus bringing Furr's % of Volume to 33.0%, which places it in the number one spot in the ratings.

Note: Above information kindly provided by the Papert Companies, Dallas, TX.

SAN ANGELO (MSA)

Tom Green County	No. of Stores	% of Volume	Principal Supplier
LEADING CHAINS:		94.0%	
Furr's	2	21.0	Own, Lubbock, TX
Skaggs Alpha-Beta	1	21.0	Fleming, Fort Worth, TX
Albertson's	1	19.0	Fleming, Lubbock, TX
Winn-Dixie	2	15.0	Own, Fort Worth, TX
M-System	3	12.0	Own, San Angelo, TX
Food-4-Less	1	6.0	Fleming, Lubbock, TX
OTHER GROCERY STORES	na	6.0%	
TOTAL	10+	100.0%	

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na not available

Note: Above information kindly provided by the Papert Companies, Dallas, TX.

SHERMAN-DENISON (MSA)

Grayson County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		47.0%	
Kroger	2	19.0	Own, Dallas, TX
Skaggs	2	17.0	Fleming Co. Inc., Fort Worth, TX
Tom Thumb	1	10.0	Own, Dallas, TX
Piggly Wiggly	4	1.0	Malone & Hyde, Denton, TX
OTHER GROCERY STORES (includes Independents, Voluntary/ Coop's and Convenience Stores)	na	53.0%	
TOTAL	9+	100.0%	

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na not available
* These figures are "in-house" estimates.

TEXARKANA (TX-AR) (MSA)

Bowie County, TX Miller County, AR	No. of Stores	% of Volume	Principal Supplier
LEADING CHAINS:		80.0%	
Piggly Wiggly	4	23.0	Malone & Hyde, Monroe, LA
Price Slashers	2	18.0	Own, Little Rock, AR
Skagg's Alpha Beta	1	12.0	Waples, Dallas, TX
Albertson's	1	11.0	Waples, Dallas, TX
Price Lo	1	10.0	Grocery Supply, Houston, TX
County Market	1	3.0	Affiliated, Little Rock, AR
Marshalls	1	3.0	Affiliated, Little Rock, AR
OTHER GROCERY STORES	na	20.0%	
TOTAL	11+	100.0%	

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na not available

Note: Above information kindly provided by the Papert Companies, Dallas, TX.

TYLER (MSA)

Smith County	No. of Stores	% of Volume	Principal Supplier
LEADING STORES:		81.0%	
Brookshire Foods	14	36.0	Own, Tyler, TX
Tom Thumb	1	17.0	Own, Dallas, TX
Skagg's Alpha Beta	1	12.0	Own, Dallas, TX
DSC King Saver	1	6.0	Affiliated, Dallas, TX
Piggly Wiggly	1	5.0	Malone & Hyde, Lafayette, LA
Texas T	1	2.0	Own, Dallas, TX
A&B Foods	1	1.0	Affiliated, Dallas, TX
Lovin's Food	1	1.0	Affiliated, Dallas, TX
Whitaker	1	1.0	Brookshire, Tyler, TX
OTHER GROCERY STORES	93	19.0%	
TOTAL	115	100.0%	

Note: Above information kindly provided by the Papert Companies, Dallas, TX

ICTORIA (MSA)

Victoria County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Albertson's	1		Fleming, San Antonio, TX
Bag & Save	1		Furr's, Lubbock, TX
Dick's	3		Scrivner/Groce-Wearden, Victoria, TX
H.E. Butt	2		Own, San Antonio, TX
Price-Lo	1		Stanley Stores, Bay City, TX
OTHER GROCERY STORES	na		
TOTAL	8+	**	

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a not available
These figures are "in-house" estimates.
*Share of Market Data is unobtainable.

WACO (MSA)

McLennan County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:			
H.E. Butt	5	**	Own, San Antonio, TX
Piggly Wiggly	3		Beard's, Tyler, TX
Sack 'N Save	1		Minyards, Coppell, TX
Safeway	2		Own, Houston, TX
7-Eleven (C)	23		Own, Dallas, TX
Skaggs Alpha Beta	1		Fleming, Ft. Worth, TX
United	1		Fleming, San Antonio, TX
Winn-Dixie	1		Own, Fort Worth, Tx
Zippy (C)	13		Own, Temple, TX
OTHER GROCERY STORES	na		
TOTAL	50+	**	

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na not available
(C) Convenience Stores
* These figures are "in-house" estimates.
** Share of Market Data is unobtainable.
***Buying office location.

WICHITA FALLS (MSA)

Wichita County	No. of Stores	% of Volume	Principal Supplier
LEADING CHAINS:		29.0%	
Albertsons	1	15.0	Fleming Food Co., Lubbock, TX
Skaggs Alpha Beta	1	14.0	Fleming Food Co., Lubbock, TX
LEADING INDEPENDENTS:		54.0%	
United Supermarkets	4	38.0	Fleming Food Co., Lubbock, TX
Food Emporium	1	16.0	Fleming Food Co., Lubbock, TX
OTHER GROCERY STORES		17.0%	
Affiliated	4	17.0	Own, Keller, TX
Big 9	2		na
Day & Night	1		na
Furr's Supermarkets	3		Own, Lubbock, TX
King's Food	5		na
Kowis	1		na
7-Eleven	7		Southland Corp., Dallas, TX
TOTAL	30	100.0%	

Note: Above information kindly provided by the Papert Companies and another source who prefers to remain anonymous.

ROVO-OREM (MSA)

tah County	No. of Stores	% of Market Share*	Principal Supplier
EADING CHAINS:		*	
Albertson's	4		Own, Salt Lake City, UT
Farmer Jacks	1		S.E.G. Stores, Inc., Salt Lake City, UT
Food 4 Less	1		Fleming Foods Co., Salt Lake City UT
Macey's	3		Assoc. Food Stores, Inc., Salt Lake City, UT
Smith's	2		Own, Layton, UT
OLUNTARY &/OR COOP GROUPS:			
Day's Thriftway	2		Assoc. Food Stores, Inc. Salt Lake City, UT
EADING INDEPENDENTS:			
Allen's	4		Assoc. Food Stores, Inc., & Fleming Food Co., Salt Lake City, UT
Happy Service	4		Fleming Food Co., Salt Lake City, UT
Norton's	2		na
Reams	2		Assoc. Food Stores, Inc., Salt Lake City, UT
Reams American Fork	1		Assoc. Food Stores, Inc., Salt Lake City, UT
Storehouse Markets	4		na
EADING CONVENIENCE STORES:			
Circle K	5		Own, Boise, ID
Hart's	3		na
7-Eleven	15		McLane Western, Denver, CO
THER GROCERY STORES			
Walker's Food & Fuel	6		na
TOTAL	59	*	

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a not available
Share of Market Data is unobtainable.

SALT LAKE CITY-OGDEN (MSA)

Davis, Salt Lake and Weber Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		44.0%	
Smith's Food King	21	18.0	Own, Layton, UT
Albertson's	19	14.0	Own, Salt Lake City, UT
Skaggs-Alpha Beta/Buttrey	8	12.0	Fleming Co., Inc., Salt Lake City, UT
LEADING INDEPENDENTS:		24.0%	
Harmon's	6	13.0	Assoc. Food Stores, Salt Lake City, UT
Ream's	10	6.0	Assoc. Food Stores, Salt Lake City, UT
Dan's	7	5.0	Assoc. Food Stores, Salt Lake City, UT
LEADING CONVENIENCE STORE CHAINS:			
Circle K	30	*	Own, Boise, ID
7-Eleven	102	*	McLane Western, Denver, CO
OTHER GROCERY STORES	na	32.0%	
TOTAL	203+	100.0%	

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na not available
* Included in "Other Grocery Stores" percent.

VERMONT

BURLINGTON (MSA)

Parts of Chittenden, Franklin and Grand Isle Counties	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		72.7%	
Grand Union	5	26.7	Own, Waterford, NY
P&C	4	20.0	Own, White River Jct., VT
Martin's	2	18.0	Hannaford Bros., Scarborough, ME
A&P	1	8.0	Own, Springfield, MA
OTHER GROCERY STORES	na	27.3%	
TOTAL	12+	100.0%	

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na not available
* These figures are "in-house" estimates.

CHARLOTTESVILLE (MSA)

Albemarle, Fluvanna and Green Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Food Lion	3		Own, Salisbury, NC
Giant	1		Farm Fresh, Norfolk, VA
IGA	2		Fleming, Waynesboro, VA
Kroger	1		Own, Roanoke, VA
Reid Super Saver	2		na
Safeway	3		Own, Landover, MD
Superfresh	1		Own, Richmond, VA
OTHER GROCERY STORES	na		
TOTAL	13+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

DANVILLE (MSA)

Pittsylvania County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Big Star	1		Grand Union, Raleigh, NC
Eddie's	1		Richfood, Richmond, VA
Farmers Food	1		Richfood, Richmond, VA
Food Lion	3		Own, Salisbury, NC
Old Dutch	5		J.W. Wyatt & Co., Danville, VA
Piggly Wiggly	1		Paramount, Clinton, NC
Winn-Dixie	3		Own, Raleigh, NC
OTHER GROCERY STORES	na		
TOTAL	15+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

LYNCHBURG (MSA)

Amherst and Campbell Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Big Star Markets	1		Grand Union, Raleigh, NC
Food Lion	3		Own, Salisbury, NC
Harris Teeter	8		Own, Charlotte, NC
Kroger	4		Own, Roanoke, VA
Piggly Wiggly	1		Mid-Mountain, Abingdon, VA
Winn-Dixie	5		Own, Raleigh, NC
OTHER GROCERY STORES	na		
TOTAL	22+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

RICHMOND-PETERSBURG (MSA)

RICHMOND

Market Area Covered: Richmond and Colonial Heights Cities, Charles City, Chesterfield, Goochland, Hanover Henrico, New Kent, Powhatan Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		37.5%	
Safeway	22	15.6	Own, Landover, MD
Food Lion	11	9.2	Own, Prince George Co., VA
Super Fresh	13	6.4	Own, Richmond, VA
Winn Dixie	10	6.3	Own, Raleigh, NC
VOLUNTARY &/OR COOPERATIVE GROUPS:		47.9%	
Ukrops	18	29.1	Richfood, Richmond, VA
Farm Fresh (Food Carnival)	6	10.2	Richfood, Richmond, VA
Chuck's	10	4.9	Richfood, Richmond, VA
Siegels	5	2.1	Richfood, Richmond, VA
Lukhards	2	0.8	Richfood, Richmond, VA
Town & Country Markets	2	0.8	Richfood, Richmond, VA
OTHER GROCERY STORES	na	14.6%	
TOTAL	99+	100.0%	

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na not available

Note: Above information kindly provided by "The Richmond-Times-Dispatch/The Richmond News Leader".

PETERSBURG

Market Area Covered:
Dinwiddie and Prince George
Counties; Petersburg and
Hopewell Cities.

LEADING STORES:	*	26.0%*	
Safeway	5	14.0	Own, Landover, MD
Sun	3	7.0	Super Fresh, Richmond, VA
Winn-Dixie	2	5.0	Own, Raleigh, NC
OTHER GROCERY STORES	na	74.0%	
TOTAL	10+	100.0%	

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na not available
* These figures are "in-house" estimates.

ROANOKE (MSA)

Botetourt & Roanoke Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Food Lion	4		(Own) Salisbury, NC
Food World	3		Harris Teeter, Charlotte, NC
Hop-In (C)	20		Own, Roanoke, VA***
IGA	2		Fleming, Waynesboro, VA
Kroger	9		Own, Roanoke, VA
7-Eleven (C)	12		Own, Virginia Beach, VA***
Sureway	3		Own, Henderson, KY
Thriftway	4		Own, Cincinnati, OH
Winn Dixie	1		Own, Raleigh, NC
OTHER GROCERY STORES	280		
TOTAL	338	**	

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na not available
(C) Convenience Stores
* These figures are "in-house" estimates.
** Share of Market Data is unobtainable.
***Buying office location.

BELLINGHAM (MSA)

Whatcom County	No. of Stores*	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Albertson	1		West Coast Grocers, Tacoma, WA
Safeway	2		Own, Bellevue, WA
Thriftway	5		Assoc. Grocery, Seattle, WA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Cost Cutter	1		Assoc. Grocery, Seattle, WA
Mark-It-Foods	1		Assoc. Grocery, Seattle, WA
Mark 'N Pak	1		Assoc. Grocery, Seattle, WA
LEADING INDEPENDENTS:			
Ennans	1		Assoc.Grocery, Seattle, WA
Haggen's	1		American Strevel, Kent, WA
LEADING CONVENIENCE STORES:			
AM/PM	3		na
7-Eleven	5		The Southland Corp., Tukwila, WA
TOTAL	21	*	

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na not available
* Share of Market Data is unobtainable.

Note: Above information kindly provided by "The Bellingham News".

BREMERTON (MSA)

Kitsap County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Albertson's	2		West Coast Grocery, Tacoma, WA
IGA	6		American Strevel, Kent, WA
Prairie Market	1		Tradewell, Kent, WA
Safeway	4		Own, Bellevue, WA
Shop-Rite	4		West Coast Grocery, Tacoma, WA
Thriftway	2		Assoc. Grocers, Seattle, WA
OTHER GROCERY STORES	na		
TOTAL	19+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unobtainable.

OLYMPIA (MSA)

Thurston County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Albertson's	1		Own, Bellevue, WA
Mark 'N Pak	2		Assoc. Grocers, Seattle, WA
Market Place	2		Olsons, Lynnwood, WA
Prairie Market	1		Assoc. Grocers, Seattle, WA
Safeway	5		Own, Bellevue, WA
Shop-Rite	3		West Coast Grocery, Tacoma, WA
Thriftway	1		Assoc. Grocers, Seattle, WA
OTHER GROCERY STORES	na		
TOTAL	15+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unnobtainable.

RICHLAND-KENNEWICH-PASCO (MSA)

Benton and Franklin Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:			
Albertson's	3	**	Own, Spokane, WA
Buttrey	4		Skaggs, Salt Lake City, Utah
IGA	2		West Coast Grocery, Spokane, WA
Price Chopper	4		na
Rosauer's	1		Own, Spokane, WA
Safeway	3		Own, Bellevue, WA
Waremart	1		Own, Boise, ID
OTHER GROCERY STORES	na		
TOTAL	18+	**	

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na not available
* These figures are "in-house" estimates.
**Share of Market Data is unnobtainable.

SPOKANE (MSA)

Spokane County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		75.0%	
Safeway	11	26.0	Own, Spokane, WA
Rosauer's	12	21.5	Own, Spokane, WA
Albertson's	7	18.5	West Coast Groc., Inc., Spokane, WA
Tidyman's	3	6.0	West Coast Groc., Inc., Spokane, WA
Circle K (C)	8	1.5	West Coast Groc., Inc., Spokane, WA
7-Eleven (C)	17	1.5	McLane, NW, Tacoma, WA
VOLUNTARY &/OR COOPERATIVE GROUPS:		15.0%	
Excell	9	6.0	URM, Spokane, WA
Price Plus	3	6.0	West Coast Groc., Inc., Spokane, WA
Food Mart	2	2.0	na
Thrift	6	1.0	URM, Spokane, WA
Empire	2	*	West Coast Groc., Inc., Spokane, WA
IGA	3	*	West Coast Groc., Inc., Spokane, WA
OTHER GROCERY STORES (Including Independents)	90	10.0%	
TOTAL	173	100.0%	

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na not available
(C) Convenience Stores
* Included in "Other Grocery Stores" percents.

TACOMA (PMSA)

Pierce County	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		73.0%	
Safeway	19	25.0	Own, Bellevue, WA
Mark-It/Thriftway/Holiday	9	16.0	Assoc. Grocers, Seattle, WA
Military	2	10.0	Buy Direct
Fred Meyer	4	9.0	Own, Seattle, WA
Piggly Wiggly	10	9.0	West Coast Grocery, Tacoma, WA
Albertson's	2	4.0	West Coast Grocery, Tacoma, WA
OTHER GROCERY STORES	na	27.0%	
TOTAL	46+	100.0%	

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na not available
* These figures are "in-house" estimates.

VANCOUVER (PMSA)

Clark County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Albertson's	2		Own, Portland, OR
Dick & Steve's	4		na
Fred Meyer	3		Own, Portland, OR
Plaid Pantry	8		na
Safeway	7		Own, Clackamas, OR
Thriftway	10		United Grocers, Portland, OR
OTHER GROCERY STORES	na		
TOTAL	34+	**	

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na not avaialble

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

YAKIMA (MSA)

Yakima County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:			
Albertson's	2		West Coast Groc., Inc. Spokane, WA
Buttrey Foods	1		Jewel Co., Boise, ID
Rosauers	2		URM, Spokane, WA
Safeway	5		Own, Seattle, WA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Price Chopper	3		Assoc. Grocers, Seattle, WA
Thriftway-Associated	1		Assoc. Grocers, Seattle, WA
Wapato-Mead's Thriftway	1		Assoc. Grocers, Seattle, WA
Wray's Thriftway	3		Assoc. Grocers, Seattle, WA
LEADING INDEPENDENTS:			
Benoit's Family Grocer	1		Assoc. Grocers, Seattle, WA
Family Grocer	1		Assoc. Grocers, Seattle, WA
Fitz Foods	1		Assoc. Grocers, Seattle, WA
Laymans	1		Assoc. Grocers, Seattle, WA
Meads Family Grocer	1		Assoc. Grocers, Seattle, WA
Meads Thriftway	1		Assoc. Grocers, Seattle, WA
Mike's Empire Food	1		West Coast Groc., Inc., Spokane, WA
LEADING CONVENIENCE STORES:			
AM/PM Mini Mart	4		na
Cherry Patch Mini Mart	1		na
Roadrunner Deli Mart	6		na
7-Eleven	6		McClean, N.West, Tacoma, WA
7-Eleven Union Gap	1		na
TOTA	43		

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na not available
* Share of Market Data is unobtainable.

Note: Above information kindly provided by "The Yakima Herald-Republic".

WEST VIRGINIA

CHARLESTON (MSA)

Kanawha & Putnam Counties	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		60.9%	
Kroger	13	47.0	Own, Salem, VA
Big Bear	1	9.9	Own, Columbus, OH
Super Valu	4	4.0	Own, Xenia, OH
VOLUNTARY &/OR COOPERATIVE GROUPS:		13.9%	
Foodland	7	8.5	Wetterau, Milton, WV
IGA	7	5.4	Wetterau, Milton, WV and Fleming, Massallion, OH
LEADING INDEPENDENTS:		10.1%	
Fas-Chek	19	10.1	Wetterau, Milton, WV
OTHER GROCERY STORES	na	15.1%	
TOTAL	51+	100.0%	

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na not available

HUNTINGTON-ASHLAND (WV-KY-OH) (MSA)

Cabell and Wayne Counties, WV Boyd, Carter and Greenup Counties, KY; Lawrence Co., OH	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Big Bear	3		Own, Columbus, OH
Cardinal	4		Own, Columbus, OH
Food Fair	4		United Grocer, Lesage, WV
Foodland	9		Wetterau, Milton, WV
Gateway	2		Wetterau, Milton, WV
Kroger	6		Own, Roanoke, VA
Piggly Wiggly	2		Mid-Mountain, Abingdon, VA
Tradewell	8		United Grocers, Lesage, WV
OTHER GROCERY STORES	na		
TOTAL	38+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

PARKERSBURG-MARIETTA (WV-OH) (MSA)

Wood County, WV and Washinington County, OH	No. of Stores	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Big Bear	3		Own, Columbus, OH
Foodland	5		Wetterau, Milton, WV
IGA	6		McClain Grocery, Massillon, OH
Kroger	5		Own, Salem, VA
Mr. Moneyworth	1		Cardinal Foods, Columbus, OH
LEADING INDEPENDENTS:			
Ralph's	1		Wetterau Milton, WV & Associated Grocers, Huntington, WV
LEADING CONVENIENCE STORES:			
Mini Giant	3		na
7-Eleven	5		na
SuperAmerica	3		na
TOTAL	32	**	

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na not available

* According to our source, Parkersburg-Marieta has experienced no changes since last year.

**Share of Market Data is unobtainable.

Note: Above information kindly provided by "The Parkersburg News & Sentinel".

WHEELING (WV-OH) (MSA)

Marshall and Chio Counties, WV Belmont County, OH	No. of Stores*	% of Market Share*	Principal Supplier
LEADING STORES:		43.0%	
Kroger	7	30.0	Own, Westerville, OH
Convenient Food Mart (C)	10	5.0	Own, Wheeling, WV**
Giant Eagle	2	5.0	Own, Pittsburgh, PA
Hart's	1	3.0	Big Bear, Columbus, OH
Farm Fresh	23	***	Richfood, Mechanicsville, VA
Ross	4	***	P.J. Schmitt, Sharon, PA
Shop 'N Save	2	***	Charley Bros., Greensburg, PA
OTHER GROCERY STORES	na	57.0%	
TOTAL	49+	100.0%	

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na not available

(C) Convenience Stores

* These figures are "in-house" estimates.

** Buying office location.

***Included in "Other Grocery Stores" percent.

APPLETON-OSHKOSH-NEENAH (and MENASHA)[1] (MSA)

Calumet, Outagamie, Winnebago Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Austin's	1		na
Copps	2		Own, Stevens Point, WI
County Market	1		Super Valu, Green Bay, WI
Cub	1		Super Valu, Green Bay, WI
Kohl's	2		Own, Milwaukee, WI
Landens	1		na
Pick N' Save	2		Roundy's, Pewaukee, WI
Piggly Wiggly	2		Schultz Save-O-Stores, Sheboygan, WI
Priscott's Shop Rite	1		Roundy's, Pewaukee, WI
Red Owl	1		Own, Hopkins, MN
Save-U-Foods	3		Schultz Save-O-Stores, Sheboygan, WI
Sentry	4		Godfrey Co., Waukesha, WI
Super Valu	7		Own, Green Bay, WI
Towne & Country	3		S.C. Shannon, Appleton, WI
Warehouse Foods	1		Burnstad's, Tomah, WI
OTHER GROCERY STORES	na		
TOTAL	32+	**	

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na not available

* These figures are "in-house" estimates.

** Share of Market Data is unobtainable.

[1] Above information covers the cities of Appleton, Oshkosh, Neenah and Menasha. However, official MSA is made up of the cities of Appleton, Oshkosh and Neenah.

EAU CLAIRE (MSA)

Chippewa and Eau Clair Counties	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
IGA	1		Copps, Stevens Point, WI
Randall's	1		Super Valu, Hopkins, MN
Red Owl	1		Own, Hopkins, MN
Red & White	1		Godfrey, Waukesha, WI
Super Valu	1		Own, Green Bay, WI
OTHER GROCERY STORES	na		
TOTAL	5+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

GREEN BAY (MSA)

Brown County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		74.0%	
Cub Foods	2	41.0	Super Valu, Green Bay, WI
Sure Way	10	21.0	Carpenter Cook, Menominee, MI
Lindy's	3	8.0	Red Owl, Green Bay, WI
Copp's	1	3.0	Own, Stevens Point, WI
Kohl's	1	1.0	Own, Milwaukee, WI
VOLUNTARY &/OR COOPERATIVE GROUPS:		18.0%	
Sentry	3	10.0	Godfrey Co., Waukesha, WI
Red Owl Agency Stores	2	4.0	Own, Green Bay, WI
Super Ron's	4	4.0	S.C. Shannon, Appleton, WI
LEADING INDEPENDENTS:		2.0%	
Biebel's	1	1.0	na
Piggly Wiggly	na	1.0	Schultz Sav-O Stores, Inc., Sheboygan, WI
OTHER GROCERY STORES	38	6.0%	
TOTAL	65+	100.0%	

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na not available

JANESVILLE-BELOIT (MSA)

Rock County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Crystal	1		na
Eagle	1		na
Fox	1		na
Gentz	2		na
Kohl's	2		Own, Milwaukee, WI
Piggly Wiggly	1		Schultz, Sheboygan, WI
Sentry	3		Godfrey, Waukesha, WI
Shop 'N Go (C)	5		Own, Madison, WI***
Super Valu	1		Own, Green Bay, WI
Woodman	2		Roundup, Milwaukee, WI
OTHER GROCERY STORES	na		
TOTAL	19+	**	

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na not available
(C) Convenience Stores
* These figures are "in-house" estimates.
** Share of Market Data is unobtainable.
***Buying office location.

KENOSHA (PMSA)

Kenosha County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Kohl's	3		Own, Milwaukee, WI
Pick 'N Save	1		Roundy's, Pewaukee, WI
Piggly Wiggly	3		Schultz, Sheboygan, WI
Sentry	4		Godfrey, Waukesha, WI
Sun Food	1		Godfrey, Waukesha, WI
Super Valu	1		Own, Green Bay, WI
OTHER GROCERY STORES	na		
TOTAL	13+	**	

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na not available
* These figures are "in-house" estimates.
** Share of Market Data is unobtainable.

LA CROSSE (MSA)

La Crosse County	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		37.5%	
Cub Foods	1	32.0	Super Valu, Green Bay, WI
Super Valu	1	3.0	Own, Minneapolis, MN
Roundy's	1	2.5	Own, Milwaukee, WI
VOLUNTARY &/OR COOPERATIVE GROUPS:		62.5%	
IGA	12	62.5	Gateway Foods, La Crosse, WI
TOTAL	15	100.0%	

Note: According to our source, La Crosse has experienced no changes since last year.

MADISON (MSA)

Dane County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Cub	2		Super Valu, Green Bay, WI
Food Country	2		Gateway, LaCross, WI
Kohl's	6		Own, Milwaukee, WI
Sav U Food Warehouse	2		Schultz, Sheboygan, WI
Sentry	6		Godfrey, Waukesha, WI
Woodman	2		Roundy's, Milwaukee, WI
OTHER GROCERY STORES	na		
TOTAL	20+	**	

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na not available

* These figures are "in-house" estimates.

** Share of Market Data is unobtainable.

RACINE (PMSA)

Racine County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Kohl's	3		Own, Milwaukee, WI
PDQ	1		Schultz Sav-O, Sheboygan, WI
Piggly Wiggly	4		Schultz Sav-O, Sheboygan, WI
Randall's	1		Super Valu, Hopkins, MN
Roundy's	1		Own, Milwaukee, WI
Save U Foods	1		Schultz Sav-O, Sheboygan, WI
Sentry	2		Godfrey, Waukesha, WI
OTHER GROCERY STORES	na		
TOTAL	13+	**	

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na not available

* These figures are "in-house" estimates.

** Share of Market Data is unobtainable.

SHEBOYGAN* (MSA)

Sheboygan County	No. of Stores	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Austins	2		United Grocers, Little Chute, WI
Piggly Wiggly	7		Schultz Sav-O Stores, Sheboygan, WI
Sentry	1		Godfrey Co., Waukesha, WI
LEADING INDEPENDENTS:			
Bill's Red Owl	1		Red Owl, Green Bay, WI
Leudke's	1		Schultz Sav-O-Stores, Sheboygan, WI
Park & Shop	2		Shannon, Appleton, WI
Zimmermann's	1		Shannon, Appleton, WI
OTHER GROCERY STORES:			
Sunnyside Foods	1		Schultz Sav-O-Stores, Sheboygan, WI
Triangle Market	1		Schultz Sav-O-Stores, Sheboygan, WI
WAREHOUSE OPERATIONS:			
Park & Save	1		Shannon, Appleton, WI
Sav-U-Warehouse	1		Schultz Sav-O-Stores, Sheboygan, WI
TOTAL	19	**	

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* According to our source, Sheboygan has experienced no changes since last year.
**Share of Market Data is unobtainable.

Note: Above information kindly provided by "The Sheboygan Press".

WAUSAU (MSA)

Marathon County	No. of Stores*	% of Market Share**	
LEADING STORES:		**	
County Market	1		Super Valu, Green Bay, WI
IGA	2		Copps, Stevens Point, WI
Red Owl	4		Own, Hopkins, MN
Super Valu	2		Own, Green Bay, WI
Village Pantry	3		na
OTHER GROCERY STORES	na		
TOTAL	12+	**	

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na not available
* These figures are "in-house" estimates.
** Share of Market Data is unobtainable.

CASPER (MSA)

Natrona County	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Albertson's	2		Own, Boise, ID
Buttrey	2		Alpha Beta, Salt Lake City, UT
Safeway	3		Own, Denver, CO
Smith's Food King	1		Own, Layton, UT
OTHER GROCERY STORES	na		
TOTAL	8+	**	

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na not available

* These figures are "in-house" estimates.

** Share of Market Data is unobtainable.

CHEYENNE (MSA)

Laramie County	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
Albertson's	2		Own, Boise, ID
Buttrey Foods	2		Alpha Beta, Salt Lake City, UT
Dan's Super Foods	1		Super Valu, Denver, CO
Food 4 Less	1		Own, Omaha, NE
Mini-Mart (C)	10		McLane-Western, Denver, CO
Safeway	4		Own, Denver, CO
LEADING INDEPENDENTS:			
7-Eleven	2		Assoc. Groc., Denver, CO
Super Foods	1		Assoc. Groc., Denver, CO
TOTAL	23	*	

(C) Convenience Stores

* Share of Market Data is unobtainable.

Note: Above information kindly provided by "The Wyoming Eagle & the Wyoming State Tribune". According to our source, Cheyenne has experienced no changes since last year.

SAN JUAN (PMSA)

Barceloneta, Bayamon, Canovanas, Carolina, Catano, Corozal, Dorado, Fajardo, Florida, Guaynabo, Humarco, Juncos, Las Pinebras, Lorza, Luquillo, Manati, Naranjito, Rio Grande, San Juan, Toa Alta, Toa Baja, Trujillo Alto, Vega Alta and Vega Beya, Municipios

	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Amigo	6		na
Casablanca	4		na
Centro Plaza	5		na
Conchita	4		na
Criollo	16		na
Econo	10		na
Grande	4		na
Pueblo	18		na
Pueblo-X-Tra	6		na
Selectos	8		na
OTHER GROCERY STORES	na		
TOTAL	81+	**	

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na not available

* These figures are "in-house" estimates.

** Share of Market Data is unobtainable.

CANADA

ALBERTA

CALGARY

Census Metropolitan Area	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
All West	6		Assoc. Grocers, Calgary, AB
Calgary Co-op	12		Federated Cooperative, Calgary, AB
Canada Safeway	28***		MacDonald's Consolidated, Calgary, AB
Food City	6		Assoc. Grocers, Calgary, AB
Food For Less	3***		MacDonald's Consolidated, Calgary, AB
Jay's	5		McDonalds Consolidated Calgary, AB
Loaf 'N Jug	7		Assoc. Grocers, Calgary, AB
Mac's (C)	62		Core Mark Dist., Calgary, AB
Red Rooster (C)	8		Horne & Pitfield, Edmonton, AB
7-Eleven (C)	54		na
Super Valu	5		Western Grocers, Winnipeg, MN
OTHER GROCERY STORES	na		
TOTAL	196+	**	

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na not available
(C) Convenience Stores
* These figures are "in-house" estimates.
** Share of Market Data is unobtainable.
***These figures kindly provided by Mr. James Waters, V.P. Public Affairs, Canada Safeway, Calgary.

ALBERTA

EDMONTON

Census Metropolitan Area	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Canada Safeway	29		MacDonald's Consoldiated, Calgary, AB
Food 4 Less	3		MacDonald's Consoldiated Calgary, AB
IGA	10		Horne & Pittfield, Edmonton, AB
Mac's (C)	37		Core Mark Dist., Calgary, AB
Red Rooster (C)	12		Horne & Pittfield, Edmonton, AB
7-Eleven (C)	45		na
Superstores	3		Westfair Foods, Winnipeg, Manitoba
OTHER GROCERY STORES	na		
TOTAL	139+	**	

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na not available

(C) Convenience Stores

* These figures are "in-house" estimates.

** Share of Market Data is unobtainable.

***These figures kindly provided by Mr. James Waters, V.P. Public Affairs, Canada Safeway, Calgary.

BRITISH COLUMBIA

VANCOUVER

Census Metropolitan Area	No. of Stores	% of Market Share*	Principal Supplier
LEADING CHAINS:		*	
IGA	13		H.Y. Louie, Vancouver, B.C.
Overwaitea	8		Own, Vancouver, B.C.
Safeway	24		MacDonald Consolidated, Calgary AB
Save-On-Foods	8		na
Super Valu	27		Kelly Douglas, Vancouver, B.C.
Woodwards Food Stores	6		Safeway, Calgary, AB
LEADING CONVENIENCE STORES:			
Mac's	65		na
7-Eleven	83		na
Shop Early	15		Kelly Douglas, Vancouver, B.C.
TOTAL	249	*	

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na not available

* Share of Market Data is unobtainable.

Note: Above information kindly provided by Pacific Press LTD.

VICTORIA

Census Metropolitan Area	No. of Stores*	% of Market Share**	Principal Supplier
LEADING CHAINS:		**	
Econo-Mart	1		Kelly Douglas, Vancouver, BC
IGA	1		H.Y Louie, Burnaby, B.C.
Safeway	3***		MacDonald, Consolidated, Calgary AB
Shop-Easy Stores	1		Kelly Douglas, Vancouver, BC
Woodwards	1		Own, Vancouver, BC
OTHER GROCERY STORES	na		
TOTAL	7+	**	

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na not available

* These figures are "in-house" estimates.

** Share of Market Data is unobtainable.

***This information kindly proved by Mr. James Waters, V.P. Public Affairs, Canada Safeway, Calgary.

HAMILTON

Census Metropolitan Area	No. of Stores	% of Market Share*	Principal Supplier
LEADING STORES:		*	
A&P	11		Own, Toronto, Ontario
Bulk Barn (Loblaws)	4		Own, Toronto, Ontario
Food City	2		Oshawa Group, Toronto, Ontario
Miracle Food Mart (Steinbergs)	12		Own, Etobicoke, Ontario
Mr. Grocer	4		Willet Food Ltd., Kitchener, Ontario
No Frills (Loblaws)	3		Own, Toronto, Ontario
Red & White	3		Own, Toronto, Ontario
Super Center (Loblaws)	3		Own, Toronto, Ontario
Super Tops	3		Own, Toronto, Ontario
Valdi	6		Own, Toronto, Ontario
Zehrs	2		Own, Toronto, Ontario
VOLUNTARY &/OR COOPEATIVE GROUPS:			
IGA	12		Oshawa Group, Toronto, Ontario
LEADING INDEPENDENTS:			
Commisso	1		na
Fortino	5		na
TOTAL	71	*	

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na not available
* Share of Market Data in unobtainable.

Note: Above information kindly provided by "The Hamilton Spectator".

KITCHENER*

Census Metropolitan Area	No. of Stores	% of Market Share	Principal Supplier
LEADING CHAINS:		79.1%	
A&P	1	79.1	Own, Toronto, Ontario
Dutch Boy	6		Oshawa Group, Oshawa, Ontario
Food Barn	1		Steinberg's, Toronto, Ontario
Miracle Food Mart	1		Steinberg's, Toronto, Ontario
Mr. Grocer	2		Willet Food Ltd., Kitchener, Ontario
Super Store	1		Oblaw's, Toronto, Ontario
Valdi	4		Steinberg's, Toronto, Ontario
Zehrs	15		Own, Cambridge, Ontario
LEADING CONVENIENCE STORES:		7.2%	
Becker's Milk	13	2.4	National Grocers, Kitchener, Ontario
Dutch Girl Shopettes	5	*	Oshawa Group, Oshawa, Ontario
Hasty Markets	3	*	na
Kwikie Minit Markets	15	2.4	National Grocers, Kitchener, Ontario
Little Short Stop	28	*	National Grocers, Kitchener, Ontario
Mac's Milk	16	2.4	Lumsden Wholesalers, Hamilton, Ontario
Min-A-Mart	3	*	National Grocers, Kitchener, Ontario
7-Eleven	3	*	National Grocers, Kitchener, Ontario
LEADING INDEPENDENTS:		11.3%	
Central Meat Market	1	11.3	Own, Kitchener, Ontario
Forest Hill Village Market	1		Knechtel's, Kitchener, Ontario
Parkway Village Market	1		na
Rosemount Village Market	1		na
OTHER GROCERY STORES	27	2.4%	
TOTAL	148	100.0%	

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na not available
*Included in "Other Grocery Stores" percent.

Note: According to our source, Kitchener has experienced no changes since last year.

QUEBEC

MONTREAL

Metropolitan Area	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
IGA	60		Hudon et Deaudelin, Montreal, P.Q.
Maxi	4		na
Metro Richelieu	116		Own, Montreal, P.Q.
Provigo	67		Own, Montreal, P.Q
Steinberg	72		Own, Montreal, P.Q.
Super Carnival	7		La Ferme Carnaval, La Salle, Quebec
OTHER GROCERY STORES	na		
TOTAL	326+	**	

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na not available

* These figures are "in-house" estimates.

**Share of Market Data is unobtainable.

QUEBEC

QUEBEC CITY

Metropolitan Area	No. of Stores*	% of Market Share**	Principal Supplier
LEADING STORES:		**	
Dallaire	5		na
Excel	64		na
Gem	46		na
IGA	7		Hudon et Deaudelin, Montreal, P.Q.
Provigo	22		Own, Montreal, P.Q.
Steinberg	11		Own, Montreal, P.Q.
OTHER GROCERY STORES	na		
TOTAL	155+	**	

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na not available

* These figures are "in-house" estimates.

** Share of Market Data is unobtainable.

SECTION 3

PROFILES OF LEADING FOOD CHAINS

1987 STATISTICS FOR LEADING FOOD CHAINS

Please Note: Chains covered are those which are publicly owned. The chains appear in alphabetical order, with their rank, based on their retail sales for the year, in front of their name.

1987 STATISTICS FOR LEADING U.S. & CANADIAN FOOD CHAINS

Company	Sales (000's) 1987	Sales (000's) 1986	% Change	Net Income (000's) 1987	Net Income (000's) 1986	% Change	% Net Income to Sales 1987	% Net Income to Sales 1986	Pre-Tax Income (000's) 1987	Pre-Tax Income (000's) 1986	Shareholders' Equity (000's) 1987	Shareholders' Equity (000's) 1986	% Net Income to Shareholders' Equity 1987	% Net Income to Shareholders' Equity 1986
Kroger* (A)	$17,659,730	$17,122,518	+ 3.14	$246,644	$51,493	+ 378.99	1.40	0.30	$323,143	$95,614	$1,133,511	$1,154,771	21.76	4.46
Amer. Stores	14,272,395	14,021,484	+ 1.79	154,310	144,528	+ 5.69	1.08	1.03	291,151	306,125	885,744	838,093	17.42	17.24
Geo. Weston	11,034,800	10,026,100	+ 10.06	134,100	118,600	+ 13.07	1.22	1.18	266,100	235,900	1,023,000	1,024,600	13.11	11.58
Super Valu*	9,371,665	9,065,819	+ 3.37	111,780	89,301	+ 25.17	1.19	0.99	198,269	188,930	677,429	596,216	16.50	14.98
Winn-Dixie	8,803,899	8,225,244	+ 7.04	112,300	116,391	− 3.51	1.28	1.42	174,249	192,378	739,418	704,558	15.19	16.52
Loblaw*	8,630,700	7,838,900	+ 10.10	73,600	73,700	− 0.14	0.85	0.94	125,600	118,200	690,300	655,200	10.66	11.25
Lucky Stores (B)	6,924,783	6,440,871	+ 7.51	151,687	225,940	− 32.86	2.19	3.51	216,061	101,791	327,330	272,089	46.34	83.04
Albertson's	5,869,423	5,379,643	+ 9.10	125,385	100,152	+ 25.19	2.14	1.86	211,854	184,781	665,208	594,379	18.85	16.85
Steinberg's (C)	4,491,355	4,041,948	+ 11.12	66,926	38,938	+ 71.88	1.49	0.96	82,902	73,766	689,789	539,631	9.70	7.22
Oshawa (D)	3,804,015	3,526,098	+ 7.88	49,887	47,251	+ 5.58	1.31	1.34	94,207	82,924	341,374	299,579	14.61	15.77
Supermkts. Gen. (E)	3,682,038	3,858,979	− 4.59	(41,783)	27,768	—	—	0.72	(56,139)	63,690	45,299	496,550	—	5.59
Vons† (F)	3,276,000	2,953,500	+ 10.92	1,600	(35,700)	—	0.05	—	3,100	(35,700)	153,900	63,300	1.04	—
Southland (G)	3,211,018	4,865,436	− 34.00	(149,747)	90,078	—	—	1.85	(235,709)	67,172	(150,411)	1,667,831	—	5.40
Food Lion	2,953,807	2,406,582	+ 22.74	85,802	61,823	+ 38.79	2.90	2.57	150,702	122,923	339,224	264,864	25.29	23.34
Grand Union (H)	2,745,553	2,661,616	+ 5.13	34,125	20,493	+ 66.52	1.24	0.78	63,125	31,093	197,088	162,963	17.31	12.58
Giant Food*	2,721,260	2,528,492	+ 7.62	75,572	46,453	+ 62.68	2.78	1.84	131,725	93,266	355,570	299,926	21.25	15.49
Circle K	2,289,444	2,111,267	+ 8.44	49,430	39,222	+ 26.03	2.16	1.86	94,296	69,603	310,013	200,102	15.94	19.60
Nash Finch*	1,919,461	1,557,033	+ 23.28	18,502	13,834	+ 33.74	0.96	0.89	32,919	26,012	140,850	116,416	13.14	11.88
Weis Markets	1,128,325	1,101,473	+ 2.44	75,982	65,261	+ 16.43	6.73	5.92	130,832	122,148	454,012	407,494	16.74	16.02
Hannaford*	1,033,418	910,202	+ 13.54	24,083	18,817	+ 27.99	2.33	2.07	45,060	38,865	140,070	119,801	17.19	15.71
Borman's* (I)	1,028,255	1,072,998	− 4.17	(28,081)	9,168	—	—	0.85	(28,311)	11,048	10,110	38,783	—	23.64
Ruddick	971,353	883,641	+ 9.93	14,365	13,425	+ 7.00	1.48	1.52	27,512	22,279	131,262	118,736	10.94	11.31
Big Bear	871,156	861,630	+ 1.11	13,468	13,220	+ 1.88	1.55	1.53	24,642	24,664	91,970	78,505	14.64	16.84
Marsh Supermkts.	848,125	772,241	+ 9.83	7,823	6,695	+ 16.85	0.92	0.87	11,935	11,351	56,645	50,637	13.81	13.22
Nat'l. Convenience	828,044	949,874	− 12.83	(5,445)	3,582	—	—	0.38	(9,898)	4,152	73,511	89,509	—	4.00
Pueblo Int'l. (J)	816,100	692,101	+ 17.92	(480)	6,774	—	—	0.98	4,610	10,465	52,113	55,899	—	12.12
Delchamps	784,893	688,632	+ 13.98	10,814	12,072	− 10.42	1.38	1.75	10,814	12,072	66,175	72,187	16.34	16.72
Ingles Mkts.	666,870	590,653	+ 12.90	9,169	8,650	+ 6.00	1.37	1.46	15,869	16,536	100,657	59,075	9.11	14.64
Godfrey	664,307	601,776	+ 10.39	8,333	5,473	+ 52.26	1.25	0.91	15,823	9,763	40,291	33,854	20.68	16.17
Super Rite	642,485	602,554	+ 6.63	4,967	3,803	+ 30.61	0.77	0.63	8,897	7,539	37,370	33,406	13.29	11.38
Penn Traffic	625,208	547,991	+ 14.09	616	7,300	− 91.56	0.10	1.33	2,961	13,920	8,862	62,321	7.10	11.71
Dairy Mart (K)	529,540	399,006	+ 32.71	4,023	(3,516)	—	0.76	—	6,671	(4,049)	29,118	26,724	13.82	—
Fisher Foods	487,303	589,583	− 17.35	(27,408)	(1,949)	—	—	—	—	—	22,917	50,103	—	—
Foodarama	482,088	471,886	+ 2.16	4,217	1,681	+ 150.86	0.87	0.36	6,826	3,489	28,328	26,916	14.89	6.25
Arden Group* (L)	359,872	398,834	− 9.77	7,375	4,609	+ 60.01	2.05	1.16	14,952	9,838	27,483	40,420	26.83	11.40

NOTE: Allied Supermarkets, now Meadowdale Foods, Inc. became private in a leveraged buyout July 22, 1987.

Big V Supermarkets went private in a leveraged buyout October, 1987.

Shaw's Supermarkets was acquired by J. Sainsbury's of London.

Stop & Shop went private June 22, 1988.

Current information for Great A&P is not available; sales for 1986 were $7,834,859,000.

The criterion for inclusion in this list is that the sales of each chain be at least $350,000,000.

In some instances, comparative figures for 1986 have been restated for various reasons.

( ) Designates a loss.
N/A Not Available.
† 53 weeks in 1987; 52 weeks in 1986.
* 52 weeks in 1987; 53 weeks in 1986.

FOOTNOTES:

(A) Net income of Kroger includes discontinued operations in 1986.

(B) Net income of Lucky Stores includes discontinued operations in both years and an extraordinary loss of $7,315,000 in 1986.

(C) Net income of Steinberg's includes an extraordinary gain of $8,457,000 in 1987; sales include other income.

(D) Net income of Oshawa Group includes an extraordinary gain of $4,023,000 in 1986.

(E) Supermarkets General Holdings Corp. was formed to effect the acquisition of Supermarkets General Corp. October 5, 1987.
1987 sales figures are for 33 weeks; 1986 figures are for 35 weeks.

(F) Net income for Vons includes an extraordinary gain of $5,500,000 in 1987.

(G) Southland Corporation became wholly owned by affiliates of The Thompson Company, August 1, 1987. 1987 figures are for the successor company and are for a five-month period; 1986 figures are for the predecessor company and are for a seven-month period. Net income includes discontinued operations in 1986.

(H) Grand Union is a wholly owned subsidiary of Cavenham Holdings, a privately held company. Grand Union's debentures are privately traded.

(I) Net income of Borman's includes an extraordinary gain of $2,910,000 in 1986.

(J) Net income of Pueblo Int'l. includes an extraordinary gain of $610,000 in 1986.

(K) Net income of Dairy Mart includes an extraordinary gain of $300,000 in 1987.

(L) Net income of Arden Group includes an extraordinary loss of $230,103 in 1987.

(8) ALBERTSON'S, INC.

P.O. Box 20
250 Parkcenter Boulevard
Boise, Idaho 83726
(208) 385-6200

OFFICERS: J.A. Albertson, chairman of the exec. committee; Warren E. McCain, chairman of the board & chief exec. officer; John B. Carley, president.

BUSINESS ACTIVITIES: Operates 452 stores in 17 western and southern states, broken down into 179 conventional supermarkets, 152 superstores, 109 combination food-drug units, and 25 warehouse stores.

NUMBER OF STORES (1988): 465

RETAIL SALES (1988): $5,869,423,000

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(2) AMERICAN STORES COMPANY

19100 Von Karman Avenue
Suite 500
Irvine, California 92715
(714) 476-4400

OFFICERS: L.S. Skaggs, chairman of the board & president; Johnathan L. Scott, vice chairman & exec. v.p.; Victor L. Lund, exec. v.p..

BUSINESS ACTIVITIES: Operate self-service supermarkets under the names of Acme and Super Saver in New York, Pennsylvania, New Jersey, Delaware, Maryland, Virginia, and West Virginia; combination food and drug stores under the names Jewel-Osco and Skaggs Alpha Beta and Buttrey; and Osco Drug stores in 29 states, as well as Sav-On Drug stores in California.

NUMBER OF SALES (1987): 1,460

RETAIL SALES (1988): $14,272,395,000

(35) ARDEN GROUP, INC.

2020 South Central Avenue
Compton, California 90220
(213) 638-2842

OFFICERS: Curtis H. Palmer, chairman of the board; Bernard Briskin, president & chief executive officer; Milton H. Barker, v.p..

BUSINESS ACTIVITIES: Operates supermarkets in the Western U.S. under the names Mayfair and Gelson's. Also distributes communications equipment, and chemicals and equipment for the maintenance of swimming pools.

NUMBER OF STORES (1987): 21

RETAIL SALES (1987): $359,872,000

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(23) BIG BEAR, INC.

770 West Goodale Boulevard
Columbus, Ohio 43212
(614) 464-6500

Officers: Michael J. Knilans, president & chief exec. officer; William T. Flyg, v.p.-treasurer & chief financial officer.

BUSINESS ACTIVITIES: Through Big Bear Stores Company, a wholly owned subsidiary, operates 62 supermarkets in Ohio and West Virginia. Through Hart Stores, Inc., a wholly owned subsidiary of Big Bear Stores Company, operates 29 discount department stores in Ohio, West Virginia and Kentucky. Through Big Bear Bakeries, Inc., also a wholly owned subsidiary of Big Bear Stores Company, produces and distributes fresh bakery products to all of the Company's supermarkets.

NUMBER OF STORES (1987): 62

RETAIL SALES (1987): $871,156,000

(21) BORMAN'S, INC.

18718 Borman Avenue
Detroit, Michigan 48228
(313) 270-1000

Mailing address:
P.O. Box 33446
Detroit, Michigan 48232-5446

OFFICERS: Paul Borman, president; Thomas V. Angott, exec. v.p.

BUSINESS ACTIVITIES: Operates Farmer Jack supermarkets located in Detroit and environs; also owns the Detroit Pure Milk Company, a distributor of dairy products, and the Wesley's Quaker Maid Inc., a processor and distributor of ice cream products.

NUMBER OF STORES (1988): 83 Supermarkets

RETAIL SALES (1988): $1,028,255,000

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(17) THE CIRCLE K CORPORATION

1601 North 7th Street
Phoenix, Arizona 85006
(602) 253-9600

Mailing address:
P.O. Box 52084
Phoenix, Arizona 85072-2084

OFFICERS: Karl Eller, chairman of the board; Fred Hervey, vice chairman; Robert M. Reade, president.

BUSINESS ACTIVITIES: Operates a chain of convenience food stores engaged in the retail sale of general merchandise, fast foods, groceries, tobacco products, health and beauty aids, and self-service gasoline in 25 states, located primarily in the south and west. The company also operates 104 stores in Great Britain and is involved in joint ventures or license agreements with companies that operate approximately 475 stores in five foreign counties.

NUNBER OF STORES (1987): 3,507

RETAIL SALES (1987): $2,289,444,000

(32) DAIRY MART CONVENIENCE STORES, INC.

240 South Road
Enfield, CT 06082
(203) 741-3611

Officers: Charles Nirenberg, chairman, chief exec. & operating officer & president; Lawrence D. Handler, exec. v.p. & chief financial officer.

BUSINESS ACTIVITIES: Operates 1,188 convenience stores in 11 states, of which 788 stores are owned by the Company and 400 are franchised.

NUMBER OF STORES (1988): 1,188

RETAIL SALES (1988): $529,540,120

(27) DELCHAMPS, INC.

305 Delchamps Drive
P.O. Box 1668
Mobile, Alabama 36633
(205) 433-0431

OFFICERS: A.F. Delchamps, Jr., chairman, president & chief exec. officer.

BUSINESS ACTIVITIES: Operates 96 supermarkets in Alabama, Florida, Mississippi, and Louisiana.

NUMBER OF STORES (1987): 96

RETAIL SALES (1987): $784,893,000

(33) FISHER FOODS, INC.

5300 Richmond Road
Bedford Heights, Ohio 44146
(216) 292-7000

Mailing address:
P.O. Box 46555
Cleveland, Ohio 44146

Officers: Brian K. Garson, president & chief operating officer; Robert H. Kanner, secretary & treasurer.

BUSINESS ACTIVITIES: The company is a food wholesaler under the "Heritage Wholesaler" name and a retailer operating 42 supermarkets under the "Fazio's, "Carl's" and "Rinibrego Stop-N-Shop" names in Ohio. The company also operates the Eagle Ice Cream Company.

NUMBER OF STORES* (1987): 42

RETAIL SALES (1987): $487,303,000

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* Supermarkets only

(14) FOOD LION STORES, INC.

Harrison Road
P.O. Box 1330
Salisbury, North Carolina 28145-1330
(704) 633-8250

OFFICERS: Ralph W. Ketner, chairman of the board; Tom E. Smith, president & chief exec. officer; Jerry W. Helms, senior v.p. & chief operating officer.

BUSINESS ACTIVITIES: Operates a chain of supermarkets in South Carolina, Georgia, Virginia, Maryland, Tennessee, Delaware, Florida and North Carolina under the name Food Lion.

NUMBER OF STORES (1987): 475

RETAIL SALES (1987*): $2,953,807,000

* 53 weeks

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(34) FOODARAMA SUPERMARKETS, INC.

303 West Main Street
P.O. Box 592
Freehold, New Jersey 07728
(201) 462-4700

OFFICERS: Joseph J. Saker, chairman of the board & president.

BUSINESS ACTIVITES: Operates Foodarama Supermarkets, under the Shop-Rite name, in New York, New Jersey, and Pennsylvania. Also operates two liquor stores, two garden centers, and in-store pharmacies, all under the Shop-Rite name.

NUMBER OF STORES (1987): 28

RETAIL SALES (1987): $482,088,000

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(3) GEORGE WESTON LIMITED

22 St. Clair Avenue East
Suite 1901
Toronto, Ontario, M4T 2S7, Canada
(416) 922-2500

OFFICERS: W. Galen Weston, chairman of the board & president; Richard J. Currie, pres.- Loblaw Companies, Ltd.; Robert H. Kidd, sr. v.p. & chief financial officer.

BUSINESS ACTIVITIES: Diversified operations in food processing, fisheries, forest products, and wholesale-retail food distribution.

NUMBER OF STORES (1987): na

RETAIL SALES (1987): $11,034,800,000

na not available

(16) GIANT FOODS, INC.

6300 Sheriff Road
Landover, Maryland 20785
(301) 341-4100

Mailing Address:
P.O. Box 1804
Washington, D.C. 20013

OFFICERS: Israel Cohen, chairman of the board, president & chief exec. officer; David B. Sykes, sr. v.p.-finance, secretary & treasurer.

BUSINESS ACTIVITIES: Operates a chain of 144 Giant Food supermarkets in Washington, D.C., Maryland and Virginia, of which 92 are food-pharmacy units; also operates one freestanding drug store.

NUMBER OF STORES (1987): 144

RETAIL SALES (1988): $2,721,260,000

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(29) GODFREY COMPANY

1200 West Sunset Drive
Waukesha, Wisconsin 53186
(414) 542-9311

OFFICERS: Robert F. Norris, chairman; James H. DeWees, president & chief exec. officer; Ronald R. Lusic, exec. v.p.; Michael J. George, v.p., chief financial officer & treasurer.

BUSINESS ACTIVITIES: Godfrey Company is a food distributor and retailer in the greater Milwaukee and southern Wisconsin areas under the names Sentry Foods and Sun Foods.

NUMBER OF STORES (1987): 89

RETAIL SALES (1987): $664,307,000

(15) THE GRAND UNION COMPANY

201 Willowbrook Boulevard
Wayne, New Jersey 07470
(201) 890-6000

(A wholly owned subsidiary of Cavenham (USA) Inc., which in turn is a wholly owned subsidiary of Cavenham Holdings Inc., a privately held corporation. The Grand Union's debentures are publicly traded.)

OFFICERS: Floyd Hall, chairman of the board & chief exec. officer; Joseph J. McCaig, president & chief operating officer; Henry T. Johnson, exec. v.p. & chief administrative officer; Robert Terrence Galvin, sr. v.p., chief financial officer & secretary.

BUSINESS ACTIVITIES: Operates chains of four specific store types: supermarkets, community stores, food markets, and food centers.

NUMBER OF STORES (1987): 369

RETAIL SALES (1987): $2,745,553,000

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(20) HANNAFORD BROS. CO.

145 Pleasant Hill Road
Scarborough, Maine 04074
(207) 883-2911

Mailing address:
P.O. Box 1000
Portland, Maine 04104

OFFICERS: James L. Moody, Jr., chairman of the board & chief executive officer; Hugh G. Farrington, president & chief operating officer.

BUSINESS ACTIVITIES: Sells food and non-food items through 65 Shop'n Save, Sun Foods or Martin's supermarkets in Maine, New Hampshire, Vermont and Upstate New York, 53 are wholly-owned, 12 are majority owned. Operates 35 wholly-owned Wellby Super Drug Stores, and 13 separate pharmacies within supermarkets on combination stores. Owns a wholesale distributor of specialty foods, general merchandise, pharmaceuticals and health and beauty aids.

NUMBER OF STORES (1987): 100

RETAIL SALES (1987): $1,033,418,000

(28) INGLES MARKETS, INC.

Highway 70 East
Black Mountain, North Carolina 28711
(704) 669-2941

OFFICERS: Robert P. Ingle, Chairman of the board & chief executive officer; Landy B. Laney, president & chief operating officer; Jack R. Ferguson, v.p.-finance & chief financial officer.

BUSINESS ACTIVITIES: Operates 128 Ingles Supermarkets in North Carolina, South Carolina, Georgia, Tennessee and Virginia. Also operates a milk processing and packaging plant.

NUMBER OF STORES (1987): 122

RETAIL SALES (1987): $666,870,000

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(1) THE KROGER CO.

1014 Vine Street
Cincinatti, Ohio 45201
(513) 762-4000

OFFICERS: Lyle Everingham, chairman of the board & chief exec. officer; Joseph A. Pichler, president & chief operating officer; Richard M. Koster, exec. v.p..

BUSINESS ACTIVITIES: Operates a chain of supermarkets in 29 states primarily in the South, Southwest and Midwest; operates a chain of convenience stores in 11 states; also conducts food processing operations.

NUMBER OF STORES (1987): 1,317

RETAIL SALES (1987+): $17,659,730,000

+ Of continuing operations only.

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(6) LOBLAW COMPANIES LIMITED

22 St. Clair Avenue East
Toronto, Ontario, M4T 2S8, Canada
(416) 922-2500

OFFICERS: W. Galen Weston, chairman of the board; Richard J. Currie, president; Raymond J. Addington, David A. Nichol, David M. Williams, exec. v.p.'s.

BUSINESS ACTIVITIES: A Canadian holding company controlling major interest in food retailing and wholesaling in Canada and the United States. In addition to its food-related operations, Loblaw, through its subsidiaries, also participates in the Canadian general merchandise industries.

NUMBER OF STORES (1987): 361

RETAIL SALES (1987): $8,630,700,000

(7) LUCKY STORES, INC.

6300 Clark Avenue
P.O. Box BB
Dublin, California 94568
(415) 828-1000

OFFICERS: John M. Lillie, chairman & chief exec. officer; Lawrence A. DelSanto, president & chief operating officer; Edgar H. Grubb, sr. v.p. & chief financial officer.

BUSINESS ACTIVITIES: Operates 481 food stores under the Lucky, Food Basket and Kash N' Karry names in California, Nevada, Arizona and Florida.

NUMBER OF STORES (1987): 481

RETAIL SALES (1987+): $6,924,783,000

+ Of continuing operations only.

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(24) MARSH SUPERMARKETS, INC.

P.O. Box 155
501 Depot Street
Yorktown, Indiana 47396
(317) 759-8101

OFFICERS: William P. Givens, chairman of the board; Don E. Marsh, president & chief exec. officer; C. Alan Marsh, president & chief operating officer-Marsh Village Pantries, Inc..

BUSINESS ACTIVITIES: Operates Marsh supermarkets, March Extra combination food and drug stores, and Village Pantry convenience stores in Indiana and Ohio. Most of the Village Pantry stores also sell gasoline. A subsidiary, Convenience Store Distributing Company, distributed goods to the company's convenience stores as well as over 500 additional third parties.

NUMBER OF STORES (1988): 76 (Marsh Stores)
166 (Village Pantrys)

RETAIL SALES (1988): $848,125,000

(18) NASH FINCH COMPANY

3381 Gorham Avenue
St. Louis Park, Minnesota 55426
(612) 929-0371

OFFICERS: Harold B. Finch, Jr., chairman & chief executive officer; R.N. Mammel, president & chief operating officer; J.O. Rodysill, v.p.; Gerald E. Barber, v.p..

BUSINESS ACTIVITIES: Owns and operates 91 supermarkets, warehouse stores, and Family Thrift Centers. Its 17 food distribution centers supply 600 affiliated supermarkets and over 5,000 independent retailers and institutions. The firm also owns a produce marketing subsidiary in California, which sells fresh fruits and vegetables to large wholesalers and chain retailers.

NUMBER OF STORES (1987): 91

RETAIL SALES (1987+): $1,919,461,458

+ Includes operation revenues and other income.

(25) NATIONAL CONVENIENCE STORES INCORPORATED

100 Waugh Drive
Houston, Texas 77007
(713) 863-2200

OFFICERS: V.H. Van Horn, president & chief exec. officer; A.J. Gallerano, v.p., general counsel & secretary; J.C. Brewster, sr. v.p.-finance & chief financial officer.

BUSINESS ACTIVITIES: Operates a chain of 950 self-service convenience food stores in six states with the majority of the stores located in Texas. Most stores are company-owned and operated under the name Stop N Go, and sell staple foods, groceries, beverages, snack foods, and other food items.

NUMBER OF STORES (1987): 950

RETAIL SALES (1987): $828,044,000

(10) THE OSHAWA GROUP LIMITED

302 The East Mall
Etobicoke, Ontario, M9B 6B8, Canada
(416) 236-1971

OFFICERS: Ray D. Wolfe, chairman of the board & chief exec. officer; Allister P. Graham, president & chief operating officer; Philip F. Connell, sr. v.p. & chief financial officer.

BUSINESS ACTIVITIES: Canadian food supplier through retail outlets in Ontario, Quebec, the Atlantic provinces, Manitoba and Saskatchewan. These comprise franchise markets (including IGA markets) as well as company-owned food markets (Food City Markets, Dutch Boy Food Markets). Also a food wholesaler (Codville Distributors in Manitoba, Saskatchewan and Northwestern Ontario; Toronto Food Division in Ontario; Hudon et Deaudelin Limitee in Quebec and Bolands Limited in the Atlantic Provinces) and food supplier to institutional customers (Hickeson-Langs Supply Company). The Ontario Produce Company and White & Co. operate Towers Department Stores in Ontario and the Atlantic Provinces and Bonimart Department Stores in Quebec. Kent Drugs Limited, a subsidiary, operates Drug City, Metro Drugs, Discount Marts, pharmacies in Towers Department Stores. Also operates real estate subsidiaries.

NUMBER OF STORES (1988): 1,199 (IGA Associates and Other Franchise Food Markets)
105 (company-owned food markets)

RETAIL SALES (1988): $3,804,015,000

(31) PENN TRAFFIC COMPANY

319 Washington Street
Johnstown, Pennsylvania 15901
(814) 536-4411

(53% owned by Riverside Acquisition Company, Limited Partnership.)

OFFICERS: Gary D. Hirsch, chairman, Guido Malacarne, president & chief executive officer; John M. Kriak, v.p., secretary & treasurer; Robert A. Allen, Raymond J. Heath, Richard P. Reading, v.p.'s & division presidents.

AREAS OF WORK: Operates two supermarket companies. The Riverside Division operates supermarkets under the Riverside Markets, Foods and U-Save names. Quality Markets, Inc., a wholly-owned subsidiary, operates supermarkets under the name Quality Markets. Supermarkets are located in central and northwestern Pennsylvania, and southwestern New York. Also is a wholesaler to 50 independently owned and operated markets, which operate under the Markets and Bi-Lo names. Also operates a dairy business.

NUMBER OF STORES (1988): 63

RETAIL SALES (1988+): $625,208,000

+ Includes leased departments and service fees.

(26) PUEBLO INTERNATIONAL, INC.

Loiza Expressway
Corner of Campo Rico Avenue
Carolina, Puerto Rico 00630
(809) 757-3131

1300 Northwest 22nd Street
Pompano Beach, Florida 33069
(305) 977-2500

Mailing Address:

P.O. Box 3288
San Juan, Puerto Rico 00936

OFFICERS: Harold Toppel, chairman of the board & chief exec. officer; David W. Morrow, president & chief operating officer; Walter O. Joachim, exec. v.p.; Jeffrey P. Freimark, sr. v.p.-finance & administration and treasurer.

BUSINESS ACTIVITIES: Operates conventional supermarkets in Puerto Rico and the U.S. Virgin Islands and Xtra Super Food Centers in Puerto Rico and Florida.

NUMBER OF STORES (1988): 49

RETAIL SALES (1988): $816,100,000

(22) RUDDICK CORPORATION

2000 First Union Plaza
Charlotte, North Carolina 28282
(704) 372-5404

OFFICERS: R. Stuart Dickson, chairman of the board; Alan T. Dickson, president; Richard N. Brigden, v.p.-finance.

BUSINESS ACTIVITIES: A holding company, operating supermarkets in North and South Carolina, Tennessee and Virginia through its subsidiary, Harris-Teeter Super Markets, Inc. The company also controls various manufacturing and distribution operations, and is involved in venture capital investments.

NUMBER OF STORES (1987): 113

RETAIL SALES (1987+): $974,353,000

+ Of continuing operations only.

(13) THE SOUTHLAND CORPORATION

2828 North Haskell Avenue
Dallas, Texas 75204
(214) 828-7011

Mailing address:

P.O. Box 719
Dallas, Texas 75221

OFFICERS: John P. Thompson, chairman of the board; Jere W. Thompson, president & chief exec. officer; Clark J. Matthews II, sr. exec. v.p. & chief financial officer; S.R. Dole, exec. v.p.-7-Eleven Stores.

BUSINESS ACTIVITIES: Operator and franchisor of self-service convenience stores. As of December 31, 1987, there were 7,818 7-Eleven convenience stores, 113 Quick Mart gasoline and mini-convenience stores and Super-7 self-service gasoline outlets, 469 Chief Auto Parts stores, and 319 High's Dairy Stores. Southland's International Division coordinates the activities of an additional 4,614 7-Eleven and other retail units in the United States, Puerto Rico, Guam and 14 other countries.

NUMBER OF STORES (1987*): 7,818

RETAIL SALES (1987**): $3,211,000,000

* 7-Eleven stores only

**Financial data is for 5 months which ended 12/31/87 and reflects the purchase of the company by JT Acquisition Corp., and a resultant new basis of accounting.

Note: Became a privately held company, owned by the shareholders of JT Acquisition Corp., an affiliate of the Thompson Co., via a leveraged buyout on Dec. 15, 1987.

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(9) STEINBERG, INC.

Alexis Nihon Plaza
1500 Atwater Avenue
Montreal, Quebec, H3Z 1Y3, Canada
(514) 931-9131

OFFICERS: Melvyn A. Dobrin, chairman of the board; Irving Ludmer, president & chief exec. officer.

BUSINESS ACTIVITIES: Operates food stores in the provinces of Quebec, New Brunswick, and Ontario. Also operates discount department stores under the name of M Stores. Other businesses include restaurants, flour milling, bakery and food processing operations, with restaurant activities in Manitoba, and box stores in Ontario, Manitoba, Saskatchewan and Alberta.

NUMBER OF STORES (1987): 217 (Supermarkets)
66 (Grocery Stores)

RETAIL SALES (1987+): $4,491,355,000

+ In Canadian dollars

(30) SUPER RITE FOODS, INC.

3900 Industrial Road
P.O. Box 2261
Harrisburg, Pennsylvania 17105
(717) 232-6821

OFFICERS: Alex Grass, chairman of the board & chief executive officer; Peter Vanderveen, president & chief operating officer; David Gundling, executive v.p.; William K. Schantzenbach, v.p.-finance & chief financial officer.

BUSINESS ACTIVITIES: Operate 36 supermarkets in Maryland and Virginia under the names Food-A-Rama, Super Super, Basics, and Basics and More. Also has wholesale grocery operations.

NUMBER OF STORES (1988): 36

RETAIL SALES (1988): $642,485,000

Note: As of 10/10/88, Rite Aid Corp., decided to sell it's 46.8% stake in Super Rite Foods, Inc.. Super Rite reported that an investor group would make an offier to acquire all of the grocery company's common shares.

(4) SUPER VALU STORES, INC.

P.O. BOX 990
Minneapolis, Minnesota 55440
(612) 828-4000

OFFICERS: Michael W. Wright, chairman, president & chief executive officer; John B. Ferris, sr. v.p.-finance.

BUSINESS ACTIVITIES: Engaged principally in the supplying and servicing of over 3,000 retail food stores in 32 states from 18 distribution centers. Independent retailers own and operate more than 2,900 of the retail food stores and the Company owns all or a majority interest of the remaining 96 stores. Most of the stores operate under one of the Super Valu licensed or sub-licensed names: Super Valu, IGA, Sure Save, Shop 'n Save, Great Scot, Country Market, Cub Foods, Hornbachers, U-Save, Disco, Super Dollar, Sunflower, Banner and Food Giant. The Company also owns and operates the ShopKo group of 77 general merchandise discount stores. Other operations include Preferred Products, a food processing and packaging operation; Planmark, which provides engineering and architectural services for supermarkets, retail stores, shopping centers and wholesale distribution facilities; Studio 70, an interior design studio; and Risk Planners, Inc., an insurance agency.

NUMBER OF STORES (1988): 96

RETAIL SALES (2/27/88+): $9,371,665,000

+ Of continuing operations only

(11) SUPERMARKETS GENERAL HOLDINGS CORPORATION

200 Milik Street
Carteret, New Jersey 07008
(201) 499-3000

(Acquired Supermarkets General Corp. in a leveraged buyout, which was completed on October 5, 1987.)

OFFICERS: Kenneth Peskin, chairman of the board & chief exec. officer; James D. Dougherty, president; Jack Futherman, vice chairman; Jeffrey C. Girard, v.p., treasurer & chief financial officer.

BUSINESS ACTIVITIES: Operates a chain of supermarkets under the Pathmark name in New York, New Jersey, Connecticut, Delaware and Pennsylvania; supermarkets and super warehouse stores under the names Purity Supreme, Heartland and Angelo's in Massachusetts, New Hampshire and Connecticut; conventional drug stores in New York, Connecticut, and New Jersey under the Pathmark and Heartland names; Rickel Home Centers in Delaware, Connecticut, Maryland, New Jersey, New York, Rhode Island and Pennsylvania selling such items as lumber, plumbing fixtures, garden tools and supplies and other household items.

NUMBER OF STORES (1987): 204

RETAIL SALES (1/30/88+*): $3,682,038,000

+ Company
* 33 Weeks

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(12) VONS COMPANIES, INC.

(12) VONS COMPANIES, INC.
10150 Lower Azusa Road
El Monte, California 91731
(818) 579-1400

Mailing Address:

P.O. Box 3338, Terminal Annex
Los Angeles, California 90051

(Merged with Allied Supermarkets, Inc., on July 22, 1987.)

OFFICERS: Roger E. Strangeland, chairman of the board & chief executive officer; William S. Davila, president & chief operating officer, Michael F. Henn, exec. v.p. & chief financial officer.

BUSINESS ACTIVITIES: Operates 193 supermarkets and food and drug combination stores primarily in Southern California under the names Vons Supermarkets, Vons Food and Drug Combination Stores, Pavilions and Tiangius. Also operates a bakery and processes food and dairy products.

NUMBER OF STORES (1987): 193

RETAIL SALES (1/3/88*) $3,276,000,000

(20) WEIS MARKETS, INC.

1000 South Second Street
Sunbury, Pennsylvania 17801
(717) 286-4571

OFFICERS: Sigfried Weis, president; Robert F. Weis, vice president & treasurer; Michael C. Rheam, vice president & secretary.

BUSINESS ACTIVITIES: Operates supermarkets in Pennsylvania, New York, West Virginia and Maryland, under the name of Weis Markets. Weis Food Service distributes frozen foods and grocery items to restaurants and institutions. Also operates 9 Amity House Restaurants.

NUMBER OF STORES (1987): 116

RETAIL SALES (1987): $1,128,325,000

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(5) WINN-DIXIE STORES, INC.

5050 Edgewood Court
Post Office Box B
Jacksonville, Florida 32203
(904) 783-5000

OFFICERS: Robert D. Davis, chairman of the board; A. Dano Davis, president; F.L. James, exec. v.p.; S.W. Evans, R.J. Holmes, James Kufeldt, C.H. McKellar, sr. v.p.'s.

BUSINESS ACTIVITIES: Operates Winn-Dixie food stores in Florida, Georgia, North Carolina, South Carolina, Alabama, Mississippi, Louisiana, Virginia, Kentucky, Tennessee, Indiana, Oklahoma and Texas.

NUMBER OF STORES (1987): 1,271

RETAIL SALES (1987): $8,803,899,000

Source: (The) Fairchild Manual of Retail Stores 1988,
Book Division, Fairchild Publications, New York, NY
Robert Benjamin - Chief Research Editor
Arlene Bienenfeld-Associate Research Editor
Robert Egan-Associate Research Editor

GROCERY STORE STATISTICAL PROFILE

GROCERY STORES: ESTIMATED NUMBER OF STORES & SALES, 1978-1988

YEAR	NUMBER	TOTAL GROCERY STORE SALES (MIL. $)	CHAIN GROCERY STORES* SALES (MIL. $)	CHAIN GROCERY STORES* % OF TOTAL GROCERY STORE SALES
1978	169,500	$ 161,527	$ 91,700	56.8%
1979	168,900	188,551	92,900	49.3
1980	167,100	220,800	103,115	46.7
1981	165,000	240,900	119,905	49.8
1982	162,000	252,000	124,382	49.4
1983	158,000	239,629	139,947	58.4
1984	164,820	254,854	148,126	58.1
1985	156,703	267,004	155,649	58.3
1986	152,000	278,483	161,812	58.1
1987	147,914	220,366**	na	na
1988	na	230,805**	137,254**	59.5**

na not available
* Chain grocery stores are defined as those in organizations with 11 or more stores.
** These figures represent totals for the first 9 months of the year only.

SUPERMARKETS: ESTIMATED NUMBER OF STORES & SALES, 1977-1987

YEAR	NUMBER	% OF TOTAL GROCERY STORES	SALES (MIL. $)	% OF TOTAL GROCERY STORE SALES
1977	30,500	17.1%	$ 109,483	74.4%
1978	33,400	19.7	138,470	85.7
1979	33,600	19.9	154,100	81.7
1980	34,900	20.9	170,700	77.3
1981	28,680	17.4	171,620	71.2
1982	28,950	17.9	180,700	71.7
1983	29,550	18.7	189,170	71.7
1984	29,080	22.6	193,106	75.8
1985	30,500	19.8	210,000	78.9
1986	30,600	20.1	219,500	72.0
1987	28,303	19.1	176,799+	59.9+

*** A supermarket is any full-line, self-service grocery store with sales volume of $2 million or more annually.
+ This figure is based on sales for the first nine months of the year only.

Source: Fairchild Market Research Department
Based on U.S. Bureau of the Census
Revised Monthly Retail Sales & Inventories (Latest available - 9/88)
and Other Fairchild Departments.

DISTRIBUTION OF GROCERY STORE SALES BY GEOGRAPHIC REGION: 1984, 1986, 1987*

	1987*	1986	1984
U.S. Total	100.0%	100.0%	100.0%
Northeastern States (New England, Middle Atlantic)	22.0	24.0	20.8
North Central States (East North Central, West North Central)	23.6	23.7	23.0
South (South Atlantic, East South Central, West South Central	33.5	32.1	34.9
West (Mountain, Pacific)	20.9	20.2	21.3

* Figures for 1987 are for all food stores, not specifically for grocery stores.

PER CAPITA SALES OF GROCERY STORES BY GEOGRAPHIC REGION: 1985, 1986, 1987*

	1987*	1986	1985
U.S. Total	$ 1,310	$ 982	$ 1,172
Northeastern States	1,442	1,135	1,223
North Central States	1,179	942	1,072
South	1,308	916	1,202
West	1,339	982	1,240

* Figures for 1987 are for all food stores, not specifically for grocery stores.

Source: Fairchild's Market Research Department
Based on:
U.S. Bureau of Census Reports
and
The Survey of Buying Power Data Service, 1988 (Secitons 2 and 8)
Sales & Marketing Management Magazine, New York, NY, Publishers.

DISTRIBUTION OF THE U.S. RESIDENT POPULATION, EBI and SUPERMARKET SALES, BY STATE & REGION, 1987

	Population	Effective Buying Income	Supermarket Sales
U.S. Total, (mil. $)	245.6 100.0%	$3,202.8 100.0%	$ 302.7 100.0%
New England	5.3	6.2	6.2
Connecticut	1.3	1.8	1.6
Maine	0.5	0.4	0.6
Massachusetts	2.4	2.9	2.6
New Hampshire	0.4	0.5	0.7
Rhode Island	0.4	0.4	0.4
Vermont	0.2	0.2	0.3
Middle Atlantic	15.3	17.3	15.7
New Jersey	3.1	4.0	3.6
New York	7.2	8.4	7.2
Pennsylvania	4.9	4.8	4.8
East North Central	17.2	17.0	15.2
Illinois	4.7	5.1	4.0
Indiana	2.3	2.0	2.1
Michigan	3.8	3.7	3.2
Ohio	4.4	4.2	4.1
Wisconsin	2.0	1.9	1.7
West North Central	7.3	7.1	6.9
Iowa	1.0	1.1	1.1
Kansas	1.0	1.0	1.0
Minnesota	1.7	1.8	1.7
Missouri	2.1	2.0	2.0
Nebraska	0.7	0.6	0.6
North Dakota	0.3	0.3	0.2
South Dakota	0.3	0.3	0.3
South Atlantic	17.1	16.3	17.7
Delaware	0.3	0.3	0.3
District of Columbia	0.3	0.3	0.2
Florida	5.0	4.9	5.3
Georgia	2.6	2.3	2.6
Maryland	1.9	2.1	1.9
North Carolina	2.6	2.2	2.7
South Carolina	1.4	1.1	1.4
Virginia	2.4	2.5	2.6
West Virginia	0.8	0.6	0.8

DISTRIBUTION OF THE U.S. RESIDENT POPULATION, EBI and SUPERMARKET SALES, BY STATE & REGION, 1987

(continued)

	Population	Effective Buying Income	Supermarket Sales
East South Central	6.3%	4.9%	5.4%
Alabama	1.7	1.3	1.3
Kentucky	1.5	1.2	1.4
Mississippi	1.1	0.7	0.9
Tennessee	2.0	1.7	1.8
West South Central	11.1	9.5	12.1
Arkansas	1.0	0.8	0.9
Louisiana	1.8	1.4	2.1
Oklahoma	1.4	1.1	1.4
Texas	6.9	6.2	7.8
Mountain	5.5	4.9	5.9
Arizona	1.4	1.3	1.5
Colorado	1.4	1.4	1.5
Idaho	0.4	0.3	0.4
Montana	0.3	0.3	0.3
Nevada	0.4	0.4	0.6
New Mexico	0.6	0.5	0.6
Utah	0.7	0.5	0.6
Wyoming	0.2	0.2	0.3
Pacific	15.0	16.9	15.1
Alaska	0.2	0.2	0.3
California	1.4	13.3	11.5
Hawaii	0.4	0.5	0.4
Oregon	1.1	1.0	1.0
Washington	1.9	1.9	1.9

Note: State totals may not add to regional totals due to rounding.

Source: The Survey of Buying Power Data Service, 1988
(Sections 2 and 8)
Sales & Marketing Management Magazine, New York, NY
Publishers

SECTION 5

ADDITIONAL SUPERMARKET DATA

1. Calendar of Industry Events
2. Directory of Food Associations

CALENDAR OF INDUSTRY EVENTS • 1989

MARCH – CONVENTIONS AND ANNUAL MEETINGS

8-9 International Deli-Bakery Association, (IDBA) Convention, Atlantic City, NJ*

12-15 National American Wholesale Grocers Association (NAWGA) Convention, Nashville, TN*

19-21 International Fancy Food and Confection (IFFC) Show, San Francisco, CA*

APRIL – CONVENTIONS AND ANNUAL MEETINGS

8-13 Western Association of Food Chains (WAFC) Convention, Honolulu, HI*

14-18 Retail Bakers of American (RBA), Cincinnati, OH*

18-19 New England Dairy-Deli Association (NEDDA), Boston, MA*

MAY – CONVENTIONS AND ANNUAL MEETINGS

7-10 Food Marketing Institute (FMI) Annual Convention, Chicago, IL**

14-17 Naitonal Grocers Association (NGA) Computer and Scanning Conference, Dallas, TX* **

JUNE – CONVENTIONS AND ANNUAL MEETINGS

2-7 General Merchandise Distributors Council, (GMDC) Health and Beauty Aids Conference, Marco Island, FL*

4-6 Internationl Dairy Deli Association, (IDDA), Milwaukee, WI*

25-28 International Fancy Food and Confection (IFFC) Show, Atlanta, GA*

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* Bonus Distribution
**Critical Issue Series-Quality Prepared Foods

JULY – CONVENTIONS AND ANNUAL MEETINGS

9-12 National Housewares Manufacturers Association (NHMA), Chicago, IL*

19-22 National Grocers Association (NGA) Midyear Conference, Anaheim, CA*

SEPTEMBER – CONVENTIONS AND ANNUAL MEETIN

8-13 General Merchandise Distributors Council (GMDC), General Merchandis Conference, Denver, CO*

15-19 Baking Expo 1989, Las Vegas, NV

20-23 National American Wholesale Grocer Association (NAWGA), Midyear Executive Conference, Boston, MA*

21-24 American Meat Institute (AMI) Conference, Chicago, IL*

21-22 United Dairy Industry Association (UDIA), Nashville, TN*

24-25 National Association of Convenienc Stores (NACS), Boston, MA*

OCTOBER – CONVENTIONS AND ANNUAL MEETING

Sept. 29 –
Oct. 2 California Grocers Association (CSA) Convention, Reno, NV* **

13-17 Produce Marketing Association (PM Convention, Reno NV* **

16-18 Food Marketing Institute (FMI), General Merchandise/Health and Beauty Aids Converence, Houston, TX* **

22-25 National Frozen Food Associtiion (NFFA) Convention, Atlanta, GA* *

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* Bonus Distribution
**Critical Issue Series – MIS Report

OVEMBER - CONVENTIONS AND ANNUAL MEETINGS

Oct. 28- Nov. 3	National Association of Service Merchandising (NASM), Reno, NV*
12-15	Private Label Manufacturers Association (PLMA), Chicago, IL*
13-15	Food Marketing Institute (FMI) Scanning Conference, Dallas, TX*

ECEMBER - CONVENTIONS AND ANNUAL MEETINGS

Nov. 30 Dec. 3	National Food Brokers Association (NFBA) Convention, New Orleans, LA*

* Bonus Distribution

Source: "Ad Planner '89", Supermarket News Magazine, Fairchild Publcations, New York, NY

DIRECTORY OF FOOD ASSOCIATIONS

American Association of Cereal Chemists
3340 Pilot Knob Road
St. Paul, MN 55121
(612) 454-7250

American Association of Meat Processors
P.O. Box 269
Elizabethtown, PA 17022
(717) 367-1168

American Beekeeping Federation
13637 N.W., 39th Avenue
Gainesville, FL 32606
(904) 332-0012

American Dietetic Association
208 La Salle Street, Suite 1100
Chicago, IL 60604-1003
(312) 899-0040

American Frozen Food Institute
1764 Old Meadow Road, Suite 350
McLean, VA 22102
(703) 821-0770

American Honey Producers Association
Box 368
Bruce, SD 57220
(605) 627-5621

American Institute of Food Distribution
28-12 Broadway
Fair Lawn, NJ 07410
(201) 791-5570

American Meat Institute
1700 North Moore Street Suite 1600
Arlington, VA 22209
(703) 841-2400

American Mushroom Institute
907 E. Baltimore Pike
Kennett Square, PA 19348
(215) 388-7806

American Shrimp Processors Association
Box 50774
New Orleans, LA 70150
(504) 368-1571

American Spice Trade Association
Box 1267
Englewood Cliffs, NJ 07632
(201) 568-2163

American Sugar Cane League of the U.S.A.
615 Whitney Building
New Orleans, LA 70130-2692
(504) 525-6848

Association for Dressings & Sauces
5775 Peachtree-Dunwoody Road, Suite 500D
Atlanta, GA 30342
(404) 252-3663

Association of Food & Drug Officials
Box 3425
York, PA 17402
(717) 757-2888

Association of Food Industries
Box 776
Matawan, NJ 07747
(201) 583-8188

Beet Sugar Development Foundation
2301 Research Boulevard
Fort Collins, CO 80526
(303) 482-8250

Biscuit & Cracker Distributors Associatio
111 E. Wacker Drive
Chicago, IL 60601
(312) 644-6610

Biscuit & Cracker Manufacturers Associati
888 16th Street, NW
Washington, DC 20006
(202) 223-3127

Board of Trade of the Wholesale Seafood
Merchants
7 Dey Street, Suite 805
New York, NY 10007
(212) 732-4340

Calorie Control Council
5775 Peachtree-Dunwoody Road, Suite 500D
Atlanta, GA 30342
(404) 252-3663

Certified Color Manufacturers Association
900 17th Street, NW, Suite 650
Washington, DC 20006
(202) 293-5800

Coffee, Sugar & Cocoa Exchange
4 World Trade Center
New York, NY 10048
(212) 938-2800

Corn Refiners Association
1001 Connecticut Avenue, N.W.
Washington, DC 20036
(202) 331-1634

Enteral Nutrition Council
5775 Peachtree-Dunwoody Road
Suite 500D
Atlanta, GA 30342
(404) 252-3663

Fibre Box Association
8725 West Higgins Road
Chicago, IL 60631
(312) 693-9600

Fibre Society
Box 625
Princeton, New Jersey 08542
(609) 925-3150

Flavor & Extract Manufacturers
Association of the U.S.
900 17th Street NW, Suite 650
Washington, DC 20006
(202) 293-5800

Food & Drug Law Institute
1000 Vermont Avenue, NW, #1200
Washington, DC 20036
(202) 371-1420

Food Equipment Manufacturers Association
111 E. Wacker Drive
Chicago, IL 60601
(312) 644-6610

Food Industries Suppliers' Association
Box 603
Milford, MI 48024
(313) 685-9380

Food Marketing Institute
1750 K. Street, NW
Suite 700
Washington, D.C. 20006
(202) 452-8444

Food Service Brokers of America, Inc.
Defunct in 1987.

Foodservice Equipment Distributors
Association
332 S. Michigan Avenue
Suite 1840
Chicago, IL 60604
(312) 427-9605

Gelatin Manufacturers Institute
of America
516 Fifth Avenue, Room 507
New York, NY 10036
(212) 575-1234

Glutamate Assocation, The (United States)
5775 Peachtree-Dunwoody Road
Suite 500D
Atlanta, GA 30342
(404) 252-3663

Grocery Manufacturers of America
1010 Wisconsin Avenue, N.W.
Suite 800
Washington, D.C. 20007
(202) 337-9400

Infant Formula Council
5775 Peachtree-Dunwoody Road
Suite 500D
Atlanta, GA 30342
(404) 252-3663

Institute of Food Technologists
221 N. La Salle Street, Suite 300
Chicago, IL 60601
(312) 782-8424

International Apple Institute
6707 Old Dominion Drive, Suite 210
Box 1137
McLean, VA 22101
(703) 442-8850

International Assoc. of Chain Stores-
North American Headquarters
3800 Moore Place
Alexandria, VA 22305
(703) 549-4525

International Association of Milk, Food
& Environmental Sanitarians
P.O. Box 701
Ames, IA 50010
(515) 232-6699

International Dairy-Deli Association
Box 5528
Madison, WI 53705
(608) 238-7908

International Deli-Bakery Association
Box 33235
Decatur, GA 30033
(404) 325-4322

International Food Additives Council
5775 Peachtree-Dunwoody Road, Suite 500D
Atlanta, GA 30342
(404) 252-3663

International Foodservice Distributors
Association
201 Park Washington Court
Falls Church, VA 22046
(703) 532-9400

International Frozen Food Association
1764 Old Meadow Lane, Suite 350
McLean, VA 22102
(703) 821-0770

International Institute of Foods
& Family Living
225 W. Ohio Street
Chicago, IL 60610
(312) 670-0200

International Technical Caramel
Association
1575 Eye Street NW
Washington, D.C. 20005
(202) 789-7500

Leafy Greens Council
Box 76067
St. Paul, MN 55175
(612) 222-3232

National American Wholesale
Grocers' Association
201 Park Washington Court
Fall Church, VA 22046
(703) 532-9400

National Association for the Specialty
Food Trade
215 Park Avenue South, #1606
New York, NY 10003
(212) 505-1770

National Association of Chewing Gum
Manufacturers
66 E. Main Street
Moorestown, NJ 08057
(609) 234-9155

National Association of Convenience
Stores
1605 King Street
Alexandria, VA 22314
(703) 684-3600

National Association of Fruits, Flavors
& Syrups
Box 776
Matawan, NJ 07747
(201) 583-8272

National Association of Meat Purveyors
8365-B Greensboro Drive
McLean, VA 22102
(703) 827-5754

National Association of Pizza Operators
Box 114
Santa Claus, IN 47579
(812) 937-4464

National Association of Specialty Food
and Confection Brokers
6501 Poco Court
Fort Worth, TX 76133
(817) 292-8495

National Beer Wholesalers' Association
5205 Leesburg Pike
Suite 505
Falls Church, VA 22041
(703) 578-4300

National Candy Brokers Association
Box 486
North Andover, MA 01845

National Candy Wholesalers Association
1120 Vermont Avenue, N.W.
Washington, D.C. 20005
(202) 463-2124

National Confectioners Ass'n. of the U.S.
7900 Westpark Drive
Suite A320
McLean, VA 22102
(703) 790-5750

National Corn Growers Association
1000 Executive Parkway
Suite 224
St. Louis, MO 63141
(314) 275-9915

National Dry Bean Council
Box 128
Hazelton, ID 83355
(208) 829-5412

National Food & Energy Council
409 Vandiver West
Suite 202
Columbia, MO 65202
(314) 875-7155

National Food Brokers Association
1010 Massachusettes Avenue, N.W.
Washington, D.C. 20001
(202) 789-2844

National Frozen Food Association
Box 398
Hershey, PA 17033
(717) 534-1601

National Grocers Association
1825 Samuel Morse Drive
Reston, VA 22090
(703) 437-5300

National Honey Packers & Dealers
Association
Box 8
Edgewater, FL 32032
(904) 428-9027

National Independent Dairy-Foods
Association
321 D Street NE
Washington, D.C. 20002
(202) 543-3838

National Independent Poultry & Food
Distributors Association
BNA Corporate Center
Building 200, Suite 101
Nashville, TN 37217
(615) 360-3901

National Juice Products Association
215 Madison Street
Box 1531
Tampa, FL 33601
(813) 229-1089

National Live Stock & Meat Board
444 N. Michigan Avenue
Chicago, IL 60611
(312) 467-5520

National Onion Association
One Greeley National Plaza
Suite 510
Greely, CO 80631
(303) 353-5895

National Pasta Association
1901 N. Ft. Myer Drive
Suite 1000
Arlington, VA 22209
(703) 841-0818

National Peach Council
P.O. Box 1085
Martinsburg, WV 25401
(304) 267-6024

National Peanut Council
101 S. Peyton Street
Suite 301
Alexandria, VA 22314
(703) 838-9500

National Potato Council
9085 East Mineral Circle
Suite 155
Englewood, CO 80112
(303) 790-1141

National Potato Promotion Board
1385 S. Colorado Boulevard
Denver, CO 80222
(303) 758-7783

National Seasoning Manufacturers
Association
701 S. County Line Road
Hinsdale, IL 60521
(312) 323-6693

National Sugar Brokers Association
One World Trade Center
Suite 1531
New York, NY 10048
(212) 432-0813

National Wine Association
Kasser Liquor Company
220 West Luzerne Street
Philadelphia, PA 19140
(215) 223-3100

National Wine Distribution Association
501 W. Algonquin Road
Arlington Heights, IL 60005-4411
(312) 593-8360

Natural Product Broker Association
4720 Lincoln Boulevard, Suite 331
Marina del Rey, CA 90292
(213) 827-8771

Peanut Butter & Nut Processors Association
9005 Congressional Court
Potomac, MD 20854
(301) 365-4080

Pet Food Institute
1101 Connecticut Avenue, N.W.
Suite 700
Washington, DC 20036
(202) 857-1120

Pickle Packers International
Box 606
St. Charles, IL 60174
(312) 584-8950

Popcorn Institute
111 East Wacker Drive
Chicago, IL 60601
(312) 644-6610

Potato Association of America
University of Wisconsin
Hancock Research Station
Hancock, WI 54943
(715) 249-5712

Produce Marketing Association
1500 Casho Mill Road
P.O. Box 6036
Newark, DE 19714
(302) 738-7100

Research & Development Associates for Military Food & Packaging Systems
103 Biltmore Drive,
Suite 106
San Antonio, TX 78213 (512) 344-5773

Salad Manufacturers Association
2971 Flowers Road South,
Suite 204
Atlanta, GA 30341
(404) 452-0660

Self-Rising Flour & Corn Meal Program
225 W. Ohio, 6th Floor
Chicago, IL 60610
(312) 670-0200

Snack Food Association
1711 King Street
Suite One
Alexandria, VA 22314
(703) 836-4500

Society for Cuisine in America
304 West Liberty Street, Suite 301
Louisville, KY 40202
(502) 583-3783

Soy Protein Council
1255 Twenty Third Street, NW
Washington, DC 20037
(202) 467-6610

Soyfoods Association of America
1101 Connecticut Avenue NW
Suite 700
Washington, D.C. 20036
(202) 857-1133

Sugar Association
1511 "K" Street, NW
Suite 235
Washington, DC 20005
(202) 628-0189

United Food & Commercial Workers International Union
1775 "K" Street, N.W.
Washington DC 20006
(202) 223-3111

United States Beet Sugar Assocation
1156 15th Street, NW, Suite 1019
Washington, DC 20005
(202) 296-4820

Vanilla Bean Assocation of America
c/o Fritzsche Dodge & Olcott
76 9th Avenue
New York, NY 10011
(212) 929-4100

Veal Industry Council
Defunct in 1987

Vinegar Institute, The
5775 Peachtree-Dunwoody Road
Suite 500D
Atlanta, GA 30342
(404) 252-3663

Wild Blueberry Association of
North America
18 Floral Avenue
Fredericton, Canada, New Brunswick E3A 1K7
(506) 472-2517

Wine & Spirit Wholesalers of America
1023 15th Street, NW
4th Floor
Washington, D.C. 20005
(202) 371-9792

Source: National Trade & Professional Associations of the United States
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Please Note: Although there are many more organizations who should be included in this section, limited space doesn't allow us to list all of them. Therefore if you need more information please contact:

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